

SN Distribution Study of Grocery Store Sales 1985



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OVERVIEW

SECTION 1 covers a statistical profile of the top 50 Standard Metropolitan Areas ranked on the basis of supermarket sales volume. It includes demographics as well as information on leading grocery stores compiled as noted below and on principal suppliers.

SECTION 2 covers information on grocery store business in other market areas throughout the United States. Markets are reported alphabetically by State and City. Included is available information on number of stores and estimated share of the food market accounted for by the chains, voluntary and cooperative groups and independents. It also contains information on principal suppliers.

SECTION 3 contains profiles of leading publicly-owned food chains throughout the country, including: corporate addresses; total number of stores; market areas covered; sales volume; key personnel.

SECTION 4 covers a Grocery Store Statistical Profile--a summary of grocery store business, growth of supermarkets and operating results of leading grocery chains.

SECTION 5 contains a calendar of industry events for 1985 and a directory of food associations.

NOTE: Figures on grocery store numbers and market share are supplied by many newspaper organizations. Data may not be comparable from year to year due to differences in market area definitions or in methods of compilation. Reported sales shares are estimated by reporting sources. Methods of compilation vary, from formal surveys to checks with food representatives, brokers, other local sources or reflecting informed opinion. In some instances, as noted, percentages reflect place of most frequent purchase, as reported by consumers, rather than dollar volume.

This report is presented as a convenient summary of the best available information on grocery store business in each market area. FAIRCHILD BOOK DIVISION assumes no responsibility for the accuracy of figures supplied by reported sources.

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INTRODUCTION

The analysis of the 302 metropolitan markets includes the number of store units and market shares held by leading chains, voluntary/cooperative groups and independent grocery stores. Also included are listings of principal suppliers for the leading retailers of these markets. Profiles for the 50 largest markets include statistics on total retail sales, total food store sales and total supermarket sales, as well as demographics on population and the number of households by age and income from The 1984 Sales and Marketing Management Survey of Buying Power and Data Service, further reproduction is forbidden.

Definition of Terms:

SUPERMARKET: A complete, departmentalized grocery store with minimum annual sales of \$2,000,000.

CHAIN: A company which operates eleven or more stores in total. A chain store unit is a store operated by such a company.

INDEPENDENT: A firm which operates from one to ten stores.

UNAFFILIATED INDEPENDENT: Operator of from one to ten stores having no affiliations with any organization and buying entirely from wholesalers or suppliers on an independent basis.

COOPERATIVE: Independent grocers who jointly own and operate their own wholesale organization.

VOLUNTARY: A group of independent grocery stores jointly sponsored by an independent wholesaler.

CONVENIENCE STORE: A small store handling a limited variety of items in general use in most households and patronized for fill-in home requirements.

ABC CITY ZONE: Comprises the corporate limits of the city in which a newspaper is published. Contiguous areas may be included in the zone to the extent that they have substantially the built-up characteristics of the city and cannot readily be distinguished from the city itself.

RETAIL TRADING ZONE: The area beyond the city zone whose residents regularly trade to an important degree with retail merchants in the city zone.

STANDARD METROPOLITAN AREA: Comprises the Standard Metropolitan Statistical Areas as defined by the U.S. Bureau of the Budget.

**THE TOP 50
STANDARD METROPOLITAN
AREAS RANKED ON THE
BASIS OF SUPERMARKET
SALES VOLUME
1983**

1. LOS ANGELES AND ORANGE COUNTIES, CALIFORNIA

Market Area Covered:

Los Angeles and Orange Counties

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		79.9%	
Ralphs	109	16.7	(Own) Compton, CA
Vons	92	15.7	(Own) El Monte, CA
Lucky	91	13.2	(Own) Buena Park, CA
Alpha Beta	128	11.5	(Own) LaHabra, CA
Safeway	103	6.0	(Own) Downey, CA
Hughes Markets	39	5.5	Cert. Grocers of California, L.A., CA
Gemco	24	3.8	Cert. Grocers of California, L.A., CA
Albertson's	54	3.8	Cert. Grocers of California, L.A., CA
Boys Market	43	3.7	(Own) Fullerton, CA
Stater Bros.	29	*	(Own) Colton, CA
Mayfair	11	*	Cert. Grocers of California, L.A., CA
The Pantry	11	*	(Own) Los Angeles, CA
McCoy's	2	*	
ABC	7	*	
Fedco	5	*	
Dale's	10	*	
Foods Co.	10	*	
Gelson's	6	*	
Big D Ranch Markets	6	*	
Super-A-Foods	9	*	Cert. Grocers of California, L.A., CA
JonSons	5	*	
Westward Ho	4	*	
Jurgenson's	6	*	
Phil's	4	*	
OTHER GROCERY STORES	na	20.1%	
TOTAL	808+	100.0%	

* Included in "Other Grocery Stores"
na - not available

Standard Metropolitan Area:
Los Angeles and Orange Counties

Rank in U.S. based on supermarket sales 1983: 1

	U.S.	SMA Total	Central City Los Angeles
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 55,603	\$ 15,959
Food Store Sales (millions)	\$ 278,427	\$ 12,987	\$ 3,764
% of total retail sales	23.5%	23.4%	23.6%
Supermarket Sales (millions)	\$ 261,732	\$ 11,907	\$ --
% of Food Store Sales	94.0%	91.7%	-- %
Total number of Food Stores	171,592	6,263	2,658
Supermarket Sales per capita	\$ 1,111.27	\$ 1,209.02	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	9,848.5	3,064.6
Total number of Households (thousands)	85,691.5	3,606.9	1,175.7
Population by Age of Household Head			
Under 25 Years	7.4%	7.5%	-- %
25 - 34 Years	22.7%	24.3%	-- %
35 - 44 Years	18.7%	20.5%	-- %
45 - 54 Years	15.1%	15.9%	-- %
55 - 64 Years	15.7%	15.1%	-- %
65 & Over	20.4%	16.7%	-- %
Number of Persons per Household			
% by number of persons per household			
One	24.2%	26.4%	-- %
Two	30.7%	30.2%	-- %
Three	17.4%	16.5%	-- %
Four	15.3%	14.0%	-- %
Five	7.4%	6.9%	-- %
Six & Over	5.0%	6.0%	-- %
Average Household Size	2.75	2.73	
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 112,955	\$ 33,631
Per Capita EBI	\$ 9,889.00	\$ 12,113	\$ 10,974
Median Household EBI	\$ 23,420.00	\$ 28,998	\$ 22,570
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	25.7%	20.6%
\$10,000 - \$24,999	34.6%	20.7%	24.0%
\$25,000 & Over	46.6%	53.6%	55.4%
Projected EBI % change 1988/1983	+58.6%	63.8%	-- %
Projected average household EBI			
% change 1988/1983	+46.6%	48.0%	-- %

2. NEW YORK, NEW YORK - NEW JERSEY

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Pathmark	80	12.5	(Own) Woodbridge, NJ
A&P	198	8.5	(Own) Garden City, NY, Edison & Paterson, NJ
Waldbaum's	110	8.0	(Own) Central Islip, NY
Grand Union	119	4.0	(Own) Elmwood Park, NJ
King Kullen	54	3.0	(Own) Westbury, NY
Shopwell	69	3.0	(Own) Bronx, NY
Acme Markets	45	2.0	(Own) Whippany, NJ
Gristede	15	2.0	(Own) Bronx, NY
First National Stores	20	2.0	(Own) Windsor Locks, CT
Sloan's	35	1.0	Krasdale Foods, Bronx, NY
Royal Farms	20	1.0	White Rose, Farmingdale, NY
Scaturro Food Markets	12	*	White Rose, Farmingdale, NY
Dan's Supreme	26	*	White Rose, Farmingdale, NY
D'Agostino	17	*	Twin County Grocers, Edison, NJ
E & B	19	*	Krasdale Foods, Bronx, NY
Fedco Foods	27	*	Krasdale Foods, Bronx, NY
Red Apple	30	*	Krasdale Foods, Bronx, NY
Federation of Coops	10	*	Mid-East Coops, Carlstadt, NJ
Food Emporium	13	*	Shopwell, Bronx, NY
VOLUNTARY &/OR COOPERATIVE GROUPS:			
ShopRite	115	10.0	(Own) Wakefern Food Corp., Elizabeth, NJ
Foodtown	140	7.5	(Own) Twin County Grocer Co., Edison, NJ
Key Food	145	4.0	(Own) Brooklyn, NY
Met	117	2.0	(Own) White Rose Food Corp., Farmingdale, NY
Krasdale C Town	75	1.5	Krasdale Foods, Bronx, NY
Associated	135	1.0	(Own) Jamaica, NY
Pioneer	16	*	na
OTHER GROCERY STORES	11,458	27.0%**	
TOTAL	13,120	100.0%	

* Included in "Other Grocery Stores"

** This volume is done by the many small and specialized food stores which make up an important part of the New York food market.

Standard Metropolitan Area:

NY: Bronx, Kings, New York, Putnam, Queens, Richmond, Rockland, Westchester Counties

Rank in U.S. based on supermarket sales 1983: 2

	U.S.	SMA Total	Central City New York
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 33,123	\$ 26,717
Food Store Sales (millions)	\$ 278,427	\$ 8,660	\$ 6,922
% of total retail sales	23.5%	26.1%	25.9%
Supermarket Sales (millions)	\$ 261,732	\$ 7,098	\$ 5,524
% of Food Store Sales	94.0%	82.0%	79.8%
Total number of Food Stores	171,592	13,502	10,992
Supermarket Sales per capita	\$ 1,111.27	\$ 861.22	\$ 787.77
POPULATION 1983 TOTAL (thousands)	235,524.3	8,241.8	7,012.2
Total number of Households (thousands)	85,691.5	3,238.1	2,809.5
Population by Age of Household Head			
Under 25 Years	7.4%	4.9%	5.2%
25 - 34 Years	22.7%	21.5%	21.9%
35 - 44 Years	18.7%	19.2%	18.9%
45 - 54 Years	15.1%	15.8%	15.3%
55 - 64 Years	15.7%	16.3%	16.1%
65 & Over	20.4%	22.3%	22.6%
Number of Persons per Household			
% by number of persons per household			
One	24.2%	32.0%	33.5%
Two	30.7%	28.4%	28.4%
Three	17.4%	15.8%	15.5%
Four	15.3%	12.6%	11.9%
Five	7.4%	6.3%	6.0%
Six & Over	5.0%	4.8%	4.7%
Average Household Size	2.75	2.55	2.60
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 89,465	\$ 72,435
Per Capita EBI	\$ 9,889.00	\$ 10,855	\$ 10,458
Median Household EBI	\$ 23,420.00	\$ 22,603	\$ 22,780
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	22.3%	24.1%
\$10,000 - \$24,999	34.6%	32.4%	33.9%
\$25,000 & Over	46.6%	45.3%	42.0%
Projected EBI % change 1988/1983	+58.6%	58.5%	58.0%
Projected average household EBI % change 1988/1983	+46.6%	54.4%	52.7%

3. CHICAGO, ILLINOIS

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		67.0%	
Jewel	157	35.5	(Own) Melrose Park, IL
Dominick's	70	14.5	(Own) Northlake, IL
Eagle	50	9.0	(Own) Milan, IL
Butera	25	4.0	(Own) Chicago, IL
Aldi	11	4.0	(Own) Batavia, IL
VOLUNTARY &/OR COOPERATIVE GROUPS:		30.5%	
Certified Grocers of Illinois	200	23.5	(Own) Chicago, IL
Central Grocers	50	7.0	(Own) Franklin Park, IL
OTHER GROCERY STORES	na	2.5%	
TOTAL	563+	100.0%	

na - not available

Standard Metropolitan Area:

Cook, DuPage, McHenry Counties

Rank in U.S. based on supermarket sales 1983: 3

	U.S.	SMA Total	Central City Chicago
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 31,119	\$ 11,544
Food Store Sales (millions)	\$ 278,427	\$ 6,510	\$ 2,470
% of total retail sales	23.5%	20.9%	21.4%
Supermarket Sales (millions)	\$ 261,732	\$ 6,077	\$ --
% of Food Store Sales	94.0%	93.3%	-- %
Total number of Food Stores	171,592	5,247	2,809
Supermarket Sales per capita	\$ 1,111.27	\$ 1,008.05	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	6,028.5	2,938.9
Total number of households (thousands)	85,691.5	2,211.9	1,102.6
Population by Age of Household Head			
Under 25 Years	7.4%	6.2%	-- %
25 - 34 Years	22.7%	23.2%	-- %
35 - 44 Years	18.7%	19.5%	-- %
45 - 54 Years	15.1%	16.1%	-- %
55 - 64 Years	15.7%	16.6%	-- %
65 & Over	20.4%	18.4%	-- %
Number of Persons per Household			
% by number of persons per household			
One	24.2%	26.4%	-- %
Two	30.7%	28.5%	-- %
Three	17.4%	16.6%	-- %
Four	15.3%	14.5%	-- %
Five	7.4%	7.7%	-- %
Six & Over	5.0%	6.5%	-- %
Average Household Size	2.75	2.73	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 64,421	\$ 27,083
Per Capita EBI	\$ 9,889.00	\$ 11,184	\$ 9,215
Median Household EBI	\$ 23,420.00	\$ 27,453	\$ 20,910
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	16.5%	25.0%
\$10,000 - \$24,999	34.6%	28.6%	23.0%
\$25,000 & Over	46.6%	54.9%	52.0%
Projected EBI % change 1988/1983	+58.6%	53.7%	-- %
Projected average household EBI % change 1988/1983	+46.6%	50.2%	-- %

4. DETROIT, MICHIGAN

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Farmer Jack	84	52.0%	(Own) Borman's, Detroit, MI
Kroger	60	14.0	(Own) Livonia, MI
A&P	40	8.0	(Own) Detroit, MI
Chatham	33	7.7	(Own) Warren, MI
Great Scot.	19	3.3	(Own) Abner A. Wolf, Div. Allied Supermarkets, Livonia, MI
7-Eleven (C)	140	1.0	Grosse Pointe Quality Foods, Detroit, MI
Lawson's Party Food (C)	42	0.5	(Own) Akron, OH
Quik Pik Food Stores (C)	58	0.5	Abner Wolf Co., Detroit, MI
LEADING INDEPENDENTS:			
Hollywood	5	2.7%	Grosse Pointe Quality Foods, Detroit, MI
Danny's	10	1.0	Abner Wolf Co., Detroit, MI
Shopping Center	2	0.7	Hiller & Lutey, Inc., Southfield, MI
	0	?	
OTHER GROCERY STORES			
	na	45.3%	
TOTAL	493+	100.0%	

(C) Convenience Stores
na - not available

Standard Metropolitan Area:

Lapeer, Livingston, Macomb, Monroe, Oakland, St. Clair, Wayne Counties

Rank in U.S. based on supermarket sales 1983: 4

	U.S.	SMA Total	Central City Detroit
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 22,833	\$ 3,299
Food Store Sales (millions)	\$ 278,427	\$ 5,327	\$ 815
% of total retail sales	23.5%	23.3%	24.7%
Supermarket Sales (millions)	\$ 261,732	\$ 4,858	\$ --
% of Food Store Sales	94.0%	91.2%	--
Total number of Food Stores	171,592	4,160	1,348
Supermarket Sales per capita	\$ 1,111.27	\$ 1,117.58	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	4,346.9	1,105.9
Total number of Households (thousands)	85,691.5	1,551.5	412.4
Population by Age of Household Head			
Under 25 Years	7.4%	6.5%	--
25 - 34 Years	22.7%	23.3%	--
35 - 44 Years	18.7%	19.3%	--
45 - 54 Years	15.1%	16.4%	--
55 - 64 Years	15.7%	16.9%	--
65 & Over	20.4%	17.6%	--
Number of Persons per Household			
% by number of persons per household			
One	24.2%	22.9%	--
Two	30.7%	28.5%	--
Three	17.4%	17.8%	--
Four	15.3%	16.4%	--
Five	7.4%	8.5%	--
Six & Over	5.0%	5.9%	--
Average Household Size	2.75	2.80	--
INCOME, 1983			
Net Effective Buying Income (millions)	\$2,529,210	\$ 45,931	\$ 8,962
Per Capita EBI	\$ 9,889.00	\$ 10,566	\$ 8,104
Median Household EBI	\$ 23,420.00	\$ 27,435	\$ 18,555
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	16.3%	29.0%
\$10,000 - \$24,999	34.6%	28.5%	24.1%
\$25,000 & Over	46.6%	55.2%	46.9%
Projected EBI % change 1988/1983	+58.6%	48.4%	--
Projected average household EBI			
% change 1988/1983	+46.6%	45.7%	--

5. PHILADELPHIA, PENNSYLVANIA - NEW JERSEY

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		56.0%	
Acme/Super Save	150	31.0	(Own) Philadelphia, PA
Super Fresh	57	13.0	(Own) Montvale, NJ
Pathmark	32	12.0	(Own) Woodbridge, NJ
VOLUNTARY &/OR COOPERATIVE GROUPS:		35.5%	
Thriftway	168	13.5	Fleming Foods Co. of Pennsylvania, Oaks, PA
Food Lane			
Pioneer			
Shopping Cart			
Pickwell			
Shop 'n Bag	600	11.0	(Own) Frankford-Quaker, Philadelphia, PA
Unity Markets			
Unity Frankford			
Quaker			
Penn Mutual			
ShopRite	29	8.0	Wakefern Food Corp., Elizabeth, NJ
IGA	39	3.0	Wetterau Foods Dist., Temple, PA
OTHER GROCERY STORES	1,500	8.5%	
TOTAL	2,575	100.0%	

Standard Metropolitan Area:

PA: Bucks, Chester, Delaware, Montgomery, Philadelphia Counties

NJ: Burlington, Camden, Gloucester Counties

Rank in U.S. based on supermarket sales 1983: 5

	U.S.	SMA Total	Central City Philadelphia
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 22,401	\$ 5,791
Food Store Sales (millions)	\$ 278,427	\$ 5,167	\$ 1,465
% of total retail sales	23.5%	23.1%	25.3%
Supermarket Sales (millions)	\$ 261,732	\$ 4,619	\$ 1,275
% of Food Store Sales	94.0%	89.4%	87.0%
Total number of Food Stores	171,592	5,730	2,589
Supermarket Sales per capita	\$ 1,111.27	\$ 977.55	\$ 786.94
POPULATION 1983 TOTAL (thousands)	235,524.3	4,725.1	1,620.2
Total number of households (thousands)	85,691.5	1,696.5	612.2
Population by Age of Household Head			
Under 25 Years	7.4%	5.3%	5.7%
25 - 34 Years	22.7%	21.0%	19.8%
35 - 44 Years	18.7%	18.5%	16.1%
45 - 54 Years	15.1%	16.5%	15.1%
55 - 64 Years	15.7%	18.0%	18.2%
65 & Over	20.4%	20.7%	25.1%
Number of Persons per Household			
% by number of persons per household			
One	24.2%	24.3%	29.7%
Two	30.7%	28.8%	28.0%
Three	17.4%	17.5%	16.3%
Four	15.3%	15.6%	12.8%
Five	7.4%	8.1%	7.0%
Six & Over	5.0%	5.7%	6.2%
Average Household Size	2.75	2.79	2.65
INCOME 1983			
Net Effective Buying Income (millions)	\$2,529,210	\$ 49,894	\$ 14,425
Per Capita EBI	\$ 9,889.00	\$ 10,559	\$ 8,903
Median Household EBI	\$ 25,420.00	\$ 26,120	\$ 13,848
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	16.8%	26.0%
\$10,000 - \$24,999	34.6%	30.9%	35.0%
\$25,000 & Over	46.6%	52.3%	39.0%
Projected EBI % change 1988/1983	+58.6%	57.7%	55.2%
Projected average household EBI % change 1988/1983	+46.6%	51.9%	57.8%

6. BOSTON, MASSACHUSETTS

Market Area Covered:

Essex, Middlesex, Norfolk,
Plymouth & Suffolk Counties

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Purity Supreme/Heartland	44	69.8%	(Own) N. Billerica, MA
Stop & Shop	40	16.0	(Own) Boston, MA
Star Market Co.	31	15.8	(Own) Norwood, MA
DeMoulas	7	12.3	(Own) Tewksbury, MA
Shaw's	9	4.9	(Own) E. Bridgewater, MA
Roche Bros.	6	4.8	Sweet Life Foods, Northboro, MA
Johnny's Foodmaster	8	3.2	Sweet Life Foods, Northboro, MA
Angelo's	7	3.0	(Own) Rockland, MA
First National	4	2.8	(Own) Windsor Locks, CT
Cerretani's	4	2.0	Cressey Dockham, Andover, MA
Harvest Markets	6	2.0	Sweet Life Foods, Northboro, MA
Victory Markets	4	1.0	Sweet Life Foods, Northboro, MA
Flanagan's Markets	5	1.0	Sweet Life Foods, Northboro, MA
OTHER GROCERY STORES	na	30.2%	
TOTAL	175+	100.0%	

na - not available

Standard Metropolitan Area:

Essex, Middlesex, Norfolk, Plymouth, Suffolk Counties

Rank in U.S. based on supermarket sales 1983: 6

	U.S.	SMA Total	Central City Boston
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 22,191	\$ 3,211
Food Store Sales (millions)	\$ 278,427	\$ 4,998	\$ 615
% of total retail sales	23.5%	22.5 %	19.2 %
Supermarket Sales (millions)	\$ 261,732	\$ 4,504	\$ --
% of Food Store Sales	94.0%	90.1 %	-- %
Total number of Food Stores	171,592	2,743	605
Supermarket Sales per capita	\$ 1,111.27	\$ 1,233.03	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	3,652.8	545.5
Total number of Households (thousands)	85,691.5	1,336.0	217.9
Population by Age of Household Head			
Under 25 Years	7.4%	5.8 %	-- %
25 - 34 Years	22.7%	22.6 %	-- %
35 - 44 Years	18.7%	18.3 %	-- %
45 - 54 Years	15.1%	15.5 %	-- %
55 - 64 Years	15.7%	16.2 %	-- %
65 & Over	20.4%	21.6 %	-- %
Number of Persons per Household			
% by number of persons per household			
One	24.2%	26.7 %	-- %
Two	30.7%	28.9 %	-- %
Three	17.4%	16.5 %	-- %
Four	15.3%	14.7 %	-- %
Five	7.4%	7.8 %	-- %
Six & Over	5.0%	5.4 %	-- %
Average Household Size	2.75	2.73	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,529,210	\$ 41,518	\$ 5,258
Per Capita EBI	\$ 9,889.00	\$ 11,366	\$ 9,639
Median Household EBI	\$ 23,420.00	\$ 27,633	\$ 19,339
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	15.5 %	25.7 %
\$10,000 - \$24,999	34.6%	29.3 %	25.9 %
\$25,000 & Over	46.6%	55.2 %	48.4 %
Projected EBI % change 1988/1983	+58.6%	56.0 %	-- %
Projected average household EBI			
% change 1988/1983	+46.6%	50.4 %	-- %

7. SAN FRANCISCO - OAKLAND, CALIFORNIA

Market Area Covered:

San Francisco, San Mateo,
Contra Costa, Alameda, Santa
Clara, Marin, Sonoma, Napa,
Solano Counties

No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
------------------	--	--------------------

LEADING CHAINS:

Safeway	146	67.5%	(Own) Fremont, CA
Lucky (includes Gemcos)	111	31.0	(Own) San Leandro, CA
Alpha Beta	51	18.0	(Own) San Milpitas, CA
Cala/QFI	24	7.0	Fleming Foods, Fremont, CA
Fry's	21	4.5	United Grocers, Sacramento, CA
Nob Hill	18	4.0	Fleming Foods, Fremont, CA
Albertson's	16	3.0	Fleming Foods, Fremont, CA
Petrini's Market	9	*	United Grocers, Sacramento, CA
Consumer's Co-op	9	*	United Grocers, Sacramento, CA

OTHER GROCERY STORES

na	32.5%
----	-------

TOTAL

405+	100.0%
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na - not available

* Included in "Other Grocery Stores"

Standard Metropolitan Area:

Alameda, Contra Costa, Marin, San Francisco, San Mateo Counties

Rank in U.S. based on supermarket sales 1983: 7

	U.S.	SMA Total	Central Cities San Francisco Oakland	
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 20,701	\$ 4,714	\$ 1,567
Food Store Sales (millions)	\$ 278,427	\$ 4,900	\$ 1,016	\$ 373
% of total retail sales	23.5%	23.7%	21.6%	23.8%
Supermarket Sales (millions)	\$ 261,732	\$ 4,435	\$ 820	\$ --
% of Food Store Sales	94.0%	90.5%	80.7%	-- %
Total number of Food Stores	171,592	3,577	1,270	374
Supermarket Sales per capita	\$ 1,111.27	\$ 1,321.99	\$ 1,222.42	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	3,354.8	670.8	345.7
Total number of Households (thousands)	85,691.5	1,348.6	298.2	147.7
Population by Age of Household Head				
Under 25 Years	7.4%	6.5%	5.8%	-- %
25 - 34 Years	22.7%	24.7%	25.8%	-- %
35 - 44 Years	18.7%	20.4%	17.4%	-- %
45 - 54 Years	15.1%	15.1%	13.3%	-- %
55 - 64 Years	15.7%	15.4%	14.7%	-- %
65 & Over	20.4%	17.9%	23.0%	-- %
Number of Persons per Household				
% by number of persons per household				
One	24.2%	30.6%	41.5%	-- %
Two	30.7%	31.6%	30.3%	-- %
Three	17.4%	15.8%	12.3%	-- %
Four	15.3%	12.7%	8.0%	-- %
Five	7.4%	5.6%	4.0%	-- %
Six & Over	5.0%	3.7%	3.9%	-- %
Average Household Size	2.75	2.49	2.55	--
INCOME 1983				
Net Effective Buying Income (millions)	\$2,329,210	\$ 44,246	\$ 8,772	\$ 3,689
Per Capita EBI	\$ 9,889.00	\$ 13,272	\$ 13,077	\$10,671
Median Household EBI	\$ 23,420.00	\$ 28,961	\$ 23,922	\$20,179
Household by EBI Groups				
% Distribution				
Under \$10,000	18.8%	14.5%	19.2%	25.8%
\$10,000 - \$24,999	34.6%	28.2%	33.0%	23.8%
\$25,000 & Over	46.6%	57.3%	47.8%	50.4%
Projected EBI % change 1988/1983	+58.6%	59.4%	55.1%	--
Projected average household EBI % change 1988/1983	+46.6%	49.7%	56.0%	--

8. HOUSTON, TEXAS

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Kroger	58	21.0	(Own) Houston, TX
Safeway	66	20.0	(Own) Houston, TX
Randall's	25	13.0	Fleming Foods, Houston, TX
Fiesta Mart	10	8.0	(Own) Houston, TX
Eagle	21	6.0	(Own) Houston, TX
Rice	32	5.5	Grocer Supply, Houston, TX
Gerlands	16	5.0	Fleming Foods/Grocer Supply, Houston, TX
Minimax	25	*	Fleming Foods, Houston, TX
U-Tote-M/Circle K Stores (C)	233	*	Grocer Supply, Houston, TX
7-Eleven (C)	387	*	(Own) Dallas, TX
Food City	7	*	Schepps Wholesale, Houston, TX
Lucky 7	57	*	Grocer Supply, Houston, TX
Food Giant	5	*	Fleming Foods, Houston, TX
Clayton's	3	*	Grocer Supply, Houston, TX
Stop & Go (C)	500	*	na
Baby Giant (C)	8	*	na
M&M Foods	3	*	Grocer Supply, Houston, TX
Sunny's National (C)	10	*	na
OTHER GROCERY STORES			
	2,106	21.5%	
TOTAL	3,372	100.0%	

(C) Convenience Stores

na - not available

* Included in "Other Grocery Stores"

Standard Metropolitan Area:

Ft. Bend, Harris, Liberty, Montgomery, Waller Counties

Rank in U.S. based on supermarket sales 1983:8

	U.S.	SMA Total	Central City Houston
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 20,315	\$ 14,271
Food Store Sales (millions)	\$ 278,427	\$ 4,297	\$ 2,495
% of total retail sales	23.5%	21.2%	17.5%
Supermarket Sales (millions)	\$ 261,732	\$ 4,130	\$ --
% of Food Store Sales	94.0%	96.1%	-- %
Total number of Food Stores	171,592	2,842	1,683
Supermarket Sales per capita	\$ 1,111.27	\$ 1,310.78	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	3,150.8	1,775.0
Total number of Households (thousands)	85,691.5	1,143.1	687.2
Population by Age of Household Head			
Under 25 Years	7.4%	10.1%	-- %
25 - 34 Years	22.7%	30.3%	-- %
35 - 44 Years	18.7%	21.7%	-- %
45 - 54 Years	15.1%	14.8%	-- %
55 - 64 Years	15.7%	11.9%	-- %
65 & Over	20.4%	11.2%	-- %
Number of Persons per Household			
% by number of persons per household			
One	24.2%	24.5%	-- %
Two	30.7%	28.5%	-- %
Three	17.4%	18.0%	-- %
Four	15.3%	16.0%	-- %
Five	7.4%	7.5%	-- %
Six & Over	5.0%	5.5%	-- %
Average Household Size	2.75	2.76	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,529,210	\$ 36,795	\$ 20,510
Per Capita EBI	\$ 9,889.00	\$ 11,678	\$ 11,554
Median Household EBI	\$ 23,420.00	\$ 28,588	\$ 25,383
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	13.3%	15.4%
\$10,000 - \$24,999	34.6%	29.3%	22.3%
\$25,000 & Over	46.6%	57.4%	62.3%
Projected EBI % change 1988/1983	+58.6%	71.9%	-- %
Projected average household EBI			
% change 1988/1983	+46.6%	44.7%	-- %

9. WASHINGTON, D.C. - MARYLAND - VIRGINIA

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Giant Food	94	81.0%	
Safeway	117	39.0	(Own) Landover, MD
A&P	19	34.0	(Own) Landover, MD
Food-A-Rama	12	7.0	(Own) Baltimore, MD
7-Eleven (C)	387	1.0	Baltimore, MD
High's Dairy Stores (C)	157	*	(Own) Falmouth, VA
			Creasy, Hagerstown, MD
LEADING INDEPENDENTS:			
Government Commissaries	8	14.9%	
Cook's	10	6.0	na
Magruder's	8	3.0	Richfood, Richmond, VA
Jumbo Food Stores	7	2.0	Richfood, Richmond, VA
Food Town	7	2.0	B. Green & Co., Baltimore, MD
Fresh Value	2	1.0	B. Green & Co., Baltimore, MD
Co-op Supermarkets	2	0.5	Richfood, Richmond, VA
Lorimer's Markets	2	0.2	P.A. & S. Small, York, PA
		0.2	Creasy, Hagerstown, MD
OTHER GROCERY STORES			
	na	4.1%	
TOTAL	832+	100.0%	

* Included in "Other Grocery Stores"
na - not available
(C) Convenience Stores

Standard Metropolitan Area:

D.C., MD: Calvert, Charles, Frederick, Montgomery, Prince George Counties

VA: Alexandria City, Fairfax City, Falls Church City, Manassas City

Manassas Park, Arlington, Fairfax, Loudoun, Prince William, Stafford Counties

Rank in U.S. based on supermarket sales 1983: 9

	U.S.	SMA Total	Central City Washington, D.C.
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 20,884	\$ 3,059
Food Store Sales (millions)	\$ 278,427	\$ 4,211	\$ 550
% of total retail sales	23.5%	20.2%	18.0%
Supermarket Sales (millions)	\$ 261,732	\$ 3,900	\$ 509
% of Food Store Sales	94.0%	92.6%	92.5%
Total number of Food Stores	171,592	2,033	538
Supermarket Sales per capita	\$ 1,111.27	\$ 1,159.68	\$ 823.09
POPULATION 1983 TOTAL (thousands)	235,524.3	3,363.0	618.4
Total number of Households (thousands)	85,691.5	1,236.6	248.1
Population by Age of Household Head			
Under 25 Years	7.4%	6.2%	6.1%
25 - 34 Years	22.7%	26.9%	25.4%
35 - 44 Years	18.7%	23.6%	19.1%
45 - 54 Years	15.1%	16.3%	14.5%
55 - 64 Years	15.7%	14.2%	15.7%
65 & Over	20.4%	12.8%	19.2%
Number of Persons per Household			
% by number of persons per household			
One	24.2%	26.6%	39.6%
Two	30.7%	28.0%	25.8%
Three	17.4%	17.9%	13.7%
Four	15.3%	15.6%	9.8%
Five	7.4%	7.2%	5.2%
Six & Over	5.0%	4.7%	5.9%
Average Household Size	2.75	2.72	2.49
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 45,599	\$ 8,025
Per Capita EBI	\$ 9,889.00	\$ 13,559	\$ 12,977
Median Household EBI	\$ 23,420.00	\$ 33,236	\$ 25,692
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	9.3%	17.7%
\$10,000 - \$24,999	34.6%	24.9%	30.9%
\$25,000 & Over	46.6%	65.8%	51.4%
Projected EBI % change 1988/1983	+58.6%	53.2%	49.1%
Projected average household EBI % change 1988/1983	+46.6%	43.6%	53.6%

10. DALLAS - FORT WORTH, TEXAS

Market Area Covered:
Dallas County

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		86.7%	
Safeway	63	22.6	(Own) Dallas, TX
Tom Thumb	40	21.3	A.W. Cullum & Co., Dallas, TX
Kroger	34	16.8	(Own) Irving, TX
Minyard Food Stores	42	12.6	Big Tex, Dallas, TX
Skaggs Alpha Beta	15	10.7	Waples Platter, Lubbock, TX
Winn-Dixie/Buddies	15	2.7	Winn-Dixie Texas Inc., Fort Worth, TX
VOLUNTARY &/OR COOPERATIVE GROUPS:		2.5%	
Affiliated, AG, Thriftee	105	2.5	Affiliated, Dallas, Texas
LEADING INDEPENDENTS:		1.1%	
Food Basket	7	0.8	na
Jewel T's Box Stores	13	0.3	na
OTHER GROCERY STORES	na	9.7%	
TOTAL	334+	100.0%	

na - not available

Standard Metropolitan Area:

Dallas, Tarrant, Collin, Denton, Ellis, Johnson,
Kaufman, Rockwall, Parker Counties

Rank in U.S. based on supermarket sales: 10

	U.S.	SMA Total	Central Cities	
			Dallas	Ft. Worth
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 21,142	\$ 12,399	\$ 2,468
Food Store Sales (millions)	\$ 278,427	\$ 3,925	\$ 2,210	\$ 377
% of total retail sales	23.5%	18.6%	17.8%	15.3%
Supermarket Sales (millions)	\$ 261,732	\$ 3,767	\$ 2,123	\$ --
% of Food Store Sales	94.0%	96.0%	96.1%	-- %
Total number of Food Stores	171,592	2,645	817	408
Supermarket Sales per capita	\$ 1,111.27	\$ 1,152.76	\$ 1,257.25	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	3,267.8	1,688.6	410.3
Total number of Households (thousands)	85,691.5	1,209.2	646.8	156.6
Population by Age of Household Head				
Under 25 Years	7.4%	9.6%	10.2%	-- %
25 - 34 Years	22.7%	26.6%	27.7%	-- %
35 - 44 Years	18.7%	21.2%	20.7%	-- %
45 - 54 Years	15.1%	14.9%	14.8%	-- %
55 - 64 Years	15.7%	13.0%	12.8%	-- %
65 & Over	20.4%	14.6%	13.7%	-- %
Number of Persons per Household				
% by number of persons per household				
One	24.2%	23.9%	27.1%	-- %
Two	30.7%	30.6%	30.0%	-- %
Three	17.4%	18.2%	17.5%	-- %
Four	15.3%	15.9%	14.4%	-- %
Five	7.4%	7.0%	6.5%	-- %
Six & Over	5.0%	4.4%	4.5%	-- %
Average Household Size	2.75	2.70	2.69	--
INCOME 1983				
Net Effective Buying Income (millions)	\$2,329,210	\$ 36,505	\$ 19,590	\$ 4,042
Per Capita EBI	\$ 9,889.00	\$ 11,171	\$ 11,601	\$ 9,851
Median Household EBI	\$ 23,420.00	\$ 26,257	\$ 25,692	\$21,258
Household by EBI Groups				
% Distribution				
Under \$10,000	18.8%	14.8%	14.6%	20.7%
\$10,000 - \$24,999	34.6%	32.5%	33.9%	26.2%
\$25,000 & Over	46.6%	52.7%	51.5%	53.1%
Projected EBI % change 1988/1983	+58.6%	70.7%	65.4%	-- %
Projected average household EBI				
% change 1988/1983	+46.6%	45.9%	44.1%	-- %

11. NASSAU - SUFFOLK, NEW YORK

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Waldbaum's	43	72.1%	(Own) Central Islip, NY
King Kullen	46	20.0	(Own) Westbury, NY
Pathmark	24	15.0	(Own) Woodbridge, NJ
A&P	24	14.5	(Own) Garden City, NY
Grand Union	17	7.0	(Own) Garden City, NY
First National	6	5.0	(Own) Windsor Locks, CT
Gristede	14	3.0	(Own) Bronx, NY
Shopwell	9	2.0	(Own) Bronx, NY
7-Eleven (C)	96	2.0	Gristede Bros., Bronx, NY
Dan's Supreme	5	1.5	White Rose Foods, Farmingdale, NY
Dairy Barns (C)	53	1.0	(Own) East Northport, NY
Farmette Dairy Stores (C)	14	0.7	(Own) North Bellmore, NY
Royal Farms	1	0.2	White Rose Foods, Farmingdale, NY
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Foodtown	20	23.0%	(Own) Twin County Grocer, Edison, NJ
Shop Rite	10	10.0	Wakefern Food Corp., Elizabeth, NJ
Key Foods	23	8.0	(Own) Brooklyn, NY
IGA	9	3.0	Bozzuto's, Cheshire, CT
		2.0	
OTHER GROCERY STORES			
	na	4.9%	
TOTAL	414+	100.0%	

(C) Convenience Stores
na - not available

Standard Metropolitan Area:
Nassau, Suffolk Counties

Rank in U.S. based on supermarket sales 1983: 11

	U.S.	SMA Total	Central City
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 15,589	\$ ---
Food Store Sales (millions)	\$ 278,427	\$ 3,541	\$ ---
% of total retail sales	23.5%	23.0%	---
Supermarket Sales (millions)	\$ 261,732	\$ 3,001	\$ ---
% of Food Store Sales	94.0%	84.8%	---
Total number of Food Stores	171,592		---
Supermarket Sales per capita	\$ 1,111.27	\$ 1,125.70	\$ ---
POPULATION 1983 TOTAL (thousands)	235,524.3	2,665.9	---
Total number of Households (thousands)	85,691.5	851.1	---
Population by Age of Household Head			
Under 25 Years	7.4%	2.7%	---
25 - 34 Years	22.7%	18.8%	---
35 - 44 Years	18.7%	21.8%	---
45 - 54 Years	15.1%	20.2%	---
55 - 64 Years	15.7%	19.5%	---
65 & Over	20.4%	17.2%	---
Number of Persons per Household			
% by number of persons per household			
One	24.2%	15.2%	---
Two	30.7%	27.1%	---
Three	17.4%	19.1%	---
Four	15.3%	20.4%	---
Five	7.4%	11.1%	---
Six & Over	5.0%	7.1%	---
Average Household Size	2.75	3.15	---
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 35,288	\$ ---
Per Capita EBI	\$ 9,889.00	\$ 13,237	\$ ---
Median Household EBI	\$ 23,420.00	\$ 38,427	\$ ---
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	7.5%	---
\$10,000 - \$24,999	34.6%	19.3%	---
\$25,000 & Over	46.6%	73.2%	---
Projected EBI % change 1988/1983	+58.6%	17.6%	---
Projected average household EBI			
% change 1988/1983	+46.6%	9.8%	---

12. MINNEAPOLIS - ST. PAUL. MINNESOTA - WISCONSIN

Market Area Covered:

Anoka, Dakota, Hennepin,
Ramsey, Washington Counties

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Cub	7	63.0%	
Country Stores	15	17.0	Super Valu, Hopkins, MN
Country Club	47	14.0	Red Owl, Hopkins, MN
Rainbow	47	15.0	Gateway Foods, Minneapolis, MN
Red Owl	13	15.0	Gateway Foods, Minneapolis, MN
Lunds	12	5.0	(Own) Hopkins, MN
	6	3.0	Gateway Foods, Minneapolis, MN
LEADING CONVENIENCE STORE CHAINS:			
Tom Thumb	89	na	Hancock Nelson, St. Paul, MN
Kenny's	25	na	Hancock Nelson, St. Paul, MN
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Super Valu	56	23.0%	
IGA	17	20.0	Hopkins, MN
		3.0	Gateway Foods, Minneapolis, MN
LEADING INDEPENDENTS:			
Byerly's	6	5.0%	
Holiday	2	3.0	Super Valu, Hopkins, MN
		2.0	Fairway Foods, St. Paul, MN
OTHER GROCERY STORES			
	na	9.0%	
TOTAL	295+	100.0%	

na - not available

Standard Metropolitan Area:

MN: Anoka, Carver, Chisago, Dakota, Hennepin, Isanti, Ramsey, Scott, Washington, Wright Counties

WI: St. Croix County

Rank in U.S. based on supermarket sales: 12

	U.S.	SMA Total	Central Cities Minneapolis St. Paul	
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 13,410	\$ 1,731	\$ 1,500
Food Store Sales (millions)	\$ 278,427	\$ 2,814	\$ 322	\$ 396
% of total retail sales	23.5%	21.0%	18.6%	26.4%
Supermarket Sales (millions)	\$ 261,732	\$ 2,652	\$ --	\$ --
% of Food Store Sales	94.0%	94.2%	--	--
Total number of Food Stores	171,592	1,508	320	220
Supermarket Sales per capita	\$ 1,111.27	\$ 1,205.34	\$ --	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	2,200.2	363.9	265.7
Total number of Households (thousands)	85,691.5	810.3	163.2	107.9
Population by Age of Household Head				
Under 25 Years	7.4%	8.8%	--	--
25 - 34 Years	22.7%	26.9%	--	--
35 - 44 Years	18.7%	19.9%	--	--
45 - 54 Years	15.1%	14.1%	--	--
55 - 64 Years	15.7%	13.3%	--	--
65 & Over	20.4%	16.9%	--	--
Number of Persons per Household				
% by number of persons per household				
One	24.2%	26.2%	--	--
Two	30.7%	29.3%	--	--
Three	17.4%	16.6%	--	--
Four	15.3%	15.9%	--	--
Five	7.4%	7.8%	--	--
Six & Over	5.0%	4.3%	--	--
Average Household Size	2.75	2.72	--	--
INCOME 1983				
Net Effective Buying Income (millions)	\$2,329,210	\$ 25,709	\$ 4,121	\$ 2,883
Per Capita EBI	\$ 9,889.00	\$ 11,685	\$ 11,325	\$10,851
Median Household EBI	\$ 23,420.00	\$ 29,316	\$ 21,217	\$23,209
Household by EBI Groups				
% Distribution				
Under \$10,000	18.8%	12.2%	21.3%	18.3%
\$10,000 - \$24,999	34.6%	28.7%	25.8%	24.4%
\$25,000 & Over	46.6%	59.0%	52.9%	57.3%
Projected EBI % change 1988/1983	+58.6%	69.4%	--	--
Projected average household EBI				
% change 1988/1983	+46.6%	56.6%	--	--

13. ATLANTA, GEORGIA

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Kroger	48	87.0%	(Own) East Point, GA
Alterman Foods:		26.0	
Food Giant	57		
Big Apple Food Whse.	8	20.0	(Own) Atlanta, GA
Big Star	42	17.0	(Own) East Point, GA
Winn-Dixie	53	14.0	(Own) Atlanta, GA
A&P	19	10.0	(Own) Atlanta, GA
Ogletree's Fine Foods	4	na	Super Valu Stores, Anniston, AL
L'il General/Little Giant	7	*	Associated Grocers Cooperative, College Park, GA
LEADING CONVENIENCE STORE CHAINS:			
Food Mart	12	*	na
Majik Markets (Munford Inc.)	123	*	Atlanta, GA
7-Eleven	36	*	Atlanta, GA
Tenneco	28	*	Atlanta, GA
Stop 'N Go	24	*	College Park, GA
Minit Chek	10	*	Atlanta, GA
Sing Food Store	9	*	Rio Stores Co-op, Albany, GA
Mr. B's Food Mart	4	*	na
Quik Thrift	10	*	na
Starvin' Marvin	29	*	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
ABC Stores (Alterman)	161	5.0%	(Own) Atlanta, GA
Associated Grocers	161	5.0	(Own) College Park, GA
Thriftown/Big Buy	29		
OTHER GROCERY STORES			
	na	8.0%	
TOTAL	874+	100.0%	

na - not available

* Included in "Other Grocery Stores"

Standard Metropolitan Area:

Barrow, Butts, Cherokee, Clayton, Cobb, Coweta, DeKalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Henry, Newton, Paulding, Rockdale, Spalding, Walton Counties

Rank in U.S. based on supermarket sales 1983: 13

	U.S.	SMA Total	Central City Atlanta
RETAIL SALES 1983-TOTAL (millions)	\$1,186,387	\$ 12,386	\$ 2,574
Food Store Sales (millions)	\$ 278,427	\$ - 2,513	\$ - 368
% of total retail sales	23.5%	20.3%	14.3%
Supermarket Sales (millions)	\$ 261,752	\$ 2,453	\$ --
% of Food Store Sales	94.0%	96.8%	--
Total number of Food Stores	171,592	1,922	403
Supermarket Sales per capita	\$ 1,111.27	\$ 1,048.71	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	2,320.0	420.5
Total number of Households (thousands)	85,691.5	839.7	164.3
Population by Age of Household Head			
Under 25 Years	7.4%	7.6%	--
25 - 34 Years	22.7%	27.8%	--
35 - 44 Years	18.7%	22.8%	--
45 - 54 Years	15.1%	15.2%	--
55 - 64 Years	15.7%	12.9%	--
65 & Over	20.4%	13.7%	--
Number of Persons per Household			
% by number of persons per household			
One	24.2%	22.4%	--
Two	30.7%	29.4%	--
Three	17.4%	19.4%	--
Four	15.3%	17.0%	--
Five	7.4%	7.4%	--
Six & Over	5.0%	4.4%	--
Average Household Size	2.75	2.76	--
INCOME 1983-			
Net Effective Buying Income (millions)	\$2,529,210	\$ 24,384	\$ 3,824
Per Capita EBI	\$ 9,889.00	\$ 10,510	\$ 9,094
Median Household EBI	\$ 25,420.00	\$ 25,804	\$ 17,009
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	16.2%	30.6%
\$10,000 - \$24,999	54.6%	32.1%	26.4%
\$25,000 & Over	46.6%	51.7%	43.0%
Projected EBI % change 1988/1983	+58.6%	57.5%	--
Projected average household EBI			
% change 1988/1983	+46.6%	38.8%	--

14. ST. LOUIS, MISSOURI - ILLINOIS

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		61.0%	
Schnucks	55	27.0	(Own) Bridgeton, MO
Kroger	41	17.0	(Own) Hazelwood, MO
National Food	39	17.0	Nat'l. Tea, Vinita Park, MO
VOLUNTARY &/OR COOPERATIVE GROUPS:		20.0%	
Associated Grocers	155	7.0	(Own) Hazelwood, MO
Tom Boy	71	7.0	(Own) St. Louis, MO
IGA (Wetterau, Inc.)	27	6.0	(Own) St. Louis, MO
LEADING INDEPENDENTS:		13.0%	
Shop 'n Save (Wetterau, Inc.)	21	9.0	Wetterau, Hazelwood, MO
Dierberg's	7	4.0	J.M. Jones, Champaign, IL
OTHER GROCERY STORES	na	6.0%	
TOTAL	416+	100.0%	

na - not available

Standard Metropolitan Area:

MO: St. Louis City, Franklin, Jefferson, St. Charles, St. Louis Counties

IL: Monroe County

Rank in U.S. based on supermarket sales 1983: 14

	U.S.	SMA Total	Central City St. Louis
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 10,047	\$ 1,981
Food Store Sales (millions)	\$ 278,427	\$ 2,564	\$ 503
% of total retail sales	23.5%	25.5%	25.4%
Supermarket Sales (millions)	\$ 261,732	\$ 2,415	\$ 466
% of Food Store Sales	94.0%	94.2%	92.6%
Total number of Food Stores	171,592	2,093	792
Supermarket Sales per capita	\$ 1,111.27	\$ 1,332.78	\$ 1,094.92
POPULATION 1983 TOTAL (thousands)	235,524.3	1,812.0	425.6
Total number of Households (thousands)	85,691.5	662.5	170.9
Population by Age of Household Head			
Under 25 Years	7.4%	6.2%	6.8%
25 - 34 Years	22.7%	22.4%	18.5%
35 - 44 Years	18.7%	18.8%	12.9%
45 - 54 Years	15.1%	15.9%	13.5%
55 - 64 Years	15.7%	15.9%	17.1%
65 & Over	20.4%	20.8%	31.1%
Number of Persons per Household			
% by number of persons per household			
One	24.2%	24.6%	36.1%
Two	30.7%	29.7%	28.4%
Three	17.4%	17.5%	13.7%
Four	15.3%	15.4%	9.8%
Five	7.4%	7.5%	5.4%
Six & Over	5.0%	5.3%	6.6%
Average Household Size	2.75	2.74	2.74
INCOME 1983			
Net Effective Buying Income (millions)	\$2,529,210	\$ 19,541	\$ 3,585
Per Capita EBI	\$ 9,889.00	\$ 10,784	\$ 8,424
Median Household EBI	\$ 23,420.00	\$ 26,647	\$ 17,038
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	15.1%	29.2%
\$10,000 - \$24,999	34.6%	31.3%	38.9%
\$25,000 & Over	46.6%	53.6%	31.9%
Projected EBI % change 1988/1983	+58.6%	61.8%	58.5%
Projected average household EBI % change 1988/1983	+46.6%	53.4%	56.7%

15. BALTIMORE, MARYLAND

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Giant Food	35	61.5%	(Own) Landover, MD
Food-A-Rama	36	21.0	B. Green & Co., Baltimore, MD
A&P	30	13.0	(Own) Baltimore, MD
Safeway	20	11.5	(Own) Landover, MD
Kash 'n Karry	6	6.5	na
Brown's	8	2.5	na
Valu Food	4	2.5	P.A. & S. Small Co., York, PA
E-Zee Markets	7	2.0	na
Sanitary	2	2.0	na
Royal Farms (C)	44	0.5	B. Green & Co., Baltimore, MD
Wawa (C)	19	*	B. Green & Co., Baltimore, MD
7-Eleven (C)	92	*	(Own) Wawa, PA
High Dairy Stores (C)	113	*	(Own) Falmouth, VA
			M. Loeb, Laurel, MD
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Eddie's	5	0.4%	
		0.4	Richfoods, Richmond, VA
LEADING INDEPENDENTS:			
Mars	7	5.0%	
		5.0	(Own) Baltimore, MD
Shapiro's	2	*	Richfoods, Richmond, VA
Bi Rite	5	*	Richfoods, Richmond, VA
OTHER GROCERY STORES			
	800	35.1%	
TOTAL	1,235	100.0%	

* Included in "Other Grocery Stores"

na - not available

(C) Convenience Stores

Standard Metropolitan Area:

Ann Arundel, Baltimore, Carroll, Hartford, Howard, Queen Anne's Counties

Rank in U.S. based on supermarket sales 1983: 15

	U.S.	SMA Total	Central City Baltimore
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 10,865	\$ 2,588
Food Store Sales (millions)	\$ 278,427	\$ 2,602	\$ 556
% of total retail sales	23.5%	23.9%	21.5%
Supermarket Sales (millions)	\$ 261,732	\$ 2,404	\$ 486
% of Food Store Sales	94.0%	92.4%	87.4%
Total number of Food Stores	171,592	2,219	1,364
Supermarket Sales per capita	\$ 1,111.27	\$ 1,069.11	\$ 643.28
POPULATION 1983 TOTAL (thousands)	235,524.3	2,248.6	755.5
Total number of Households (thousands)	85,691.5	799.3	275.3
Population by Age of Household Head			
Under 25 Years	7.4%	5.8%	6.2%
25 - 34 Years	22.7%	23.2%	21.4%
35 - 44 Years	18.7%	20.1%	16.3%
45 - 54 Years	15.1%	16.3%	14.9%
55 - 64 Years	15.7%	16.8%	17.7%
65 & Over	20.4%	17.8%	25.5%
Number of Persons per Household			
% by number of persons per household			
One	24.2%	22.9%	28.1%
Two	30.7%	29.4%	27.9%
Three	17.4%	18.9%	17.0%
Four	15.3%	16.1%	12.6%
Five	7.4%	7.5%	6.9%
Six & Over	5.0%	5.2%	7.5%
Average Household Size	2.75	2.81	2.74
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 22,817	\$ 5,962
Per Capita EBI	\$ 9,889.00	\$ 10,147	\$ 7,891
Median Household EBI	\$ 23,420.00	\$ 25,938	\$ 18,025
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	16.4%	28.7%
\$10,000 - \$24,999	34.6%	31.6%	36.9%
\$25,000 & Over	46.6%	52.0%	34.5%
Projected EBI % change 1988/1983	+58.6%	65.5%	53.3%
Projected average household EBI			
% change 1988/1983	+46.6%	56.0%	55.5%

16. DENVER - BOULDER, COLORADO

DENVER

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
King Soopers (Dillon)	63	95.0%	(Own) Denver, CO
Safeway	53	43.0	(Own) Denver, CO
Albertson's	37	41.0	Western Grocers, Denver, CO
Friendly Markets	5	11.0	(Own) Denver, CO
7-Eleven (C) (Southland Corp.)	113	*	McLane Western, Denver, CO
PDQ (C)	8	*	na
Tenneco (C)	13	*	na
U-Tote-M (C)	26	*	Associated Grocers, Denver, CO
Shop 'n Go (National Convenience)	19	*	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Associated Grocers	70	*	(Own) Assoc. Grocers, Denver, CO
AG Super Food	10	*	Assoc. Grocers, Denver, CO
Associated Food Market	10	*	Assoc. Grocers, Denver, CO
LEADING INDEPENDENTS:			
Colo. Soupers	6	*	Western Grocers, Denver, CO
OTHER GROCERY STORES			
	na	5.0%	
TOTAL	425+	100.0%	

Market Area Covered:

ABC City Zone/Boulder County

BOULDER

LEADING CHAINS:			
7-Eleven (C)	7	89.0%	McLane Western, Denver, CO
King Soopers	3	*	(Own) Denver, CO
Safeway	2	45.0	(Own) Denver, CO
Albertson's	2	31.0	McLane Western, Denver, CO
Miller's Supers	1	13.0	Western Grocers, Denver, CO
Duffy's IGA	1	*	na
LEADING INDEPENDENTS:			
Ideal	1	*	Assoc. Grocers, Denver, CO
Ray's	1	*	Meats Only-Swifts, Denver, CO
Bova's Pantry	1	*	Assoc. Grocers, Denver, CO
Steele's	1	*	Assoc. Grocers, Denver, CO
Cornucopia	1	*	Assoc. Grocers, Denver, CO
Country Store	1	*	Assoc. Grocers, Denver, CO
Alfalfa's Pearl St. Market	2	*	Assoc. Grocers, Denver, CO
OTHER GROCERY STORES			
	na	11.0%	
TOTAL	24+	100.0%	

(C) Convenience Stores

na - not available

* Included in "Other Grocery Stores"

Standard Metropolitan Area:

Adams, Arapahoe, Boulder, Denver, Douglas, Jefferson Counties

Rank in U.S. based on supermarket sales 1983: 16

	U.S.	SMA Total	Central City Denver
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 10,219	\$ 2,753
Food Store Sales (millions)	\$ 278,427	\$ 2,499	\$ 676
% of total retail sales	23.5%	24.5%	24.6%
Supermarket Sales (millions)	\$ 261,732	\$ 2,400	\$ 639
% of Food Store Sales	94.0%	96.0%	94.5%
Total number of Food Stores	171,592	1,022	365
Supermarket Sales per capita	\$ 1,111.27	\$ 1,338.84	\$ 1,294.31
POPULATION 1983 TOTAL (thousands)	235,524.3	1,792.6	493.7
Total number of Households (thousands)	85,691.5	699.6	219.8
Population by Age of Household Head			
Under 25 Years	7.4%	9.5%	10.0%
25 - 34 Years	22.7%	29.6%	28.8%
35 - 44 Years	18.7%	21.0%	15.2%
45 - 54 Years	15.1%	14.4%	12.0%
55 - 64 Years	15.7%	12.5%	13.7%
65 & Over	20.4%	13.0%	20.3%
Number of Persons per Household			
% by number of persons per household			
One	24.2%	28.0%	38.9%
Two	50.7%	30.3%	31.2%
Three	17.4%	17.1%	13.3%
Four	15.3%	14.9%	9.3%
Five	7.4%	6.4%	4.3%
Six & Over	5.0%	3.3%	3.0%
Average Household Size	2.75	2.56	2.25
INCOME 1985			
Net Effective Buying Income (millions)	\$2,329,210	\$ 21,404	\$ 5,740
Per Capita EBI	\$ 9,889.00	\$ 11,940	\$ 11,626
Median Household EBI	\$ 23,420.00	\$ 27,485	\$ 21,704
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	13.0%	20.1%
\$10,000 - \$24,999	34.6%	31.5%	37.5%
\$25,000 & Over	46.6%	55.5%	42.4%
Projected EBI % change 1988/1983	+58.6%	78.6%	60.1%
Projected average household EBI			
% change 1988/1983	+46.6%	52.9%	54.8%

17. NEWARK, NEW JERSEY

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		92.0%	
Shop Rite	52	27.0	Wakefern Food Corp., Elizabeth, NJ
Pathmark	18	19.0	(Own) Woodbridge, NJ
Foodtown	59	16.0	(Own) Twin County Grocers, Edison, NJ
A&P	39	14.0	(Own) Edison, NJ
Kings	12	7.0	White Rose Food Corp., Farmingdale, NY
Acme	14	6.0	(Own) Whippany, NJ
Grand Union	10	3.0	(Own) Elmwood Park, NJ
OTHER GROCERY STORES	na	8.0%	
TOTAL	204+	100.0%	

na - not available

Standard Metropolitan Area:

Essex, Morris, Somerset, Union Counties

Rank in U.S. based on supermarket sales 1983: 17

	U.S.	SMA Total	Central City Newark
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 9,621	\$ 798
Food Store Sales (millions)	\$ 278,427	\$ 2,506	\$ 169
% of total retail sales	23.5%	26.0%	21.2%
Supermarket Sales (millions)	\$ 261,732	\$ 2,267	\$ --
% of Food Store Sales	94.0%	90.5%	--
Total number of Food Stores	171,592	2,309	456
Supermarket Sales per capita	\$ 1,111.27	\$ 1,213.08	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	1,868.8	316.9
Total number of Households (thousands)	85,691.5	660.5	108.6
Population by Age of Household Head			
Under 25 Years	7.4%	4.2%	--
25 - 34 Years	22.7%	20.3%	--
35 - 44 Years	18.7%	20.8%	--
45 - 54 Years	15.1%	17.3%	--
55 - 64 Years	15.7%	17.7%	--
65 & Over	20.4%	19.7%	--
Number of Persons per Household			
% by number of persons per household			
One	24.2%	22.5%	--
Two	30.7%	28.4%	--
Three	17.4%	18.2%	--
Four	15.3%	16.6%	--
Five	7.4%	8.4%	--
Six & Over	5.0%	5.9%	--
Average Household Size	2.75	2.83	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,529,210	\$ 22,763	\$ 2,146
Per Capita EBI	\$ 9,889.00	\$ 12,181	\$ 6,772
Median Household EBI	\$ 23,420.00	\$ 30,429	\$ 15,710
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	14.6%	34.8%
\$10,000 - \$24,999	34.6%	25.7%	25.2%
\$25,000 & Over	46.6%	59.7%	40.0%
Projected EBI % change 1988/1983	+58.6%	56.7%	--
Projected average household EBI			
% change 1988/1983	+46.6%	+53.3%	--

18. SAN DIEGO, CALIFORNIA

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		91.1%	
Vons	28	25.7	(Own) El Monte, CA, A.M. Lewis, National City, CA
Food Basket	25	21.4	(Own) Buena Park, CA
Safeway	47	12.8	(Own) National Park, CA
Alpha Beta	25	9.5	(Own) Lallabra, CA
Big Bear	22	7.4	(Own) San Diego, CA; Certified Grocers, L.A., CA
Gemco	7	7.4	(Own) Buena Park, CA
Ralphs	11	4.9	(Own) Compton, CA
Convenience Stores (7-Eleven, Corner Foods, U-Tote'm Hoagy's Corners, AM-P, Mini Markets, Quick Korner, Circle K, Lavicio's Deli Market)	229	3.5	Various Suppliers
Mayfair	5	0.5	Certified Grocers, L.A., CA
LEADING INDEPENDENTS:		5.5%	
Military Commissaries	5	5.5	(Own) San Diego, CA, A.M. Lewis, National City, CA Certified Grocers, L.A., CA
OTHER GROCERY STORES*	326	3.4%	
TOTAL	724	100.0%	

* Includes Albertson's, Windmill Farms, Frazier Farms, Price Club.

Standard Metropolitan Area:
San Diego County

Rank in U.S. based on supermarket sales 1983: 18

	U.S.	SMA Total	Central City San Diego
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 10,860	\$ 4,922
Food Store Sales (millions)	\$ 278,427	\$ 2,403	\$ 1,126
% of total retail sales	23.5%	22.1%	22.9%
Supermarket Sales (millions)	\$ 261,732	\$ 2,208	\$ --
% of Food Store Sales	94.0%	91.9%	--
Total number of Food Stores	171,592	1,579	645
Supermarket Sales per capita	\$ 1,111.27	\$ 1,084.43	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	2,036.1	944.9
Total number of Households (thousands)	85,691.5	749.3	354.4
Population by Age of Household Head			
Under 25 Years	7.4%	9.5%	--
25 - 34 Years	22.7%	25.3%	--
35 - 44 Years	18.7%	18.5%	--
45 - 54 Years	15.1%	14.1%	--
55 - 64 Years	15.7%	14.5%	--
65 & Over	20.4%	18.1%	--
Number of Persons per Household			
% by number of persons per household			
One	24.2%	24.3%	--
Two	30.7%	34.2%	--
Three	17.4%	16.8%	--
Four	15.3%	13.9%	--
Five	7.4%	6.3%	--
Six & Over	5.0%	4.4%	--
Average Household Size	2.75	2.72	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 22,696	\$ 10,648
Per Capita EBI	\$ 9,889.00	\$ 11,147	\$ 11,269
Median Household EBI	\$ 23,420.00	\$ 24,996	\$ 24,055
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	15.3%	16.7%
\$10,000 - \$24,999	34.6%	34.7%	24.2%
\$25,000 & Over	46.6%	50.0%	59.1%
Projected EBI % change 1988/1983	+58.6%	71.6%	--
Projected average household EBI % change 1988/1983	+46.6%	48.9%	--

19. SEATTLE - EVERETT, WASHINGTON

Market Area Covered: Standard Metropolitan Area King and Snohomish Counties		No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			78.0%	
Safeway	67	41.0	(Own) Bellevue, WA	
Albertson's	42	9.0	West Coast Whlsl. Groc., Tacoma, WA	
Lucky	27	7.0	West Coast Whlsl. Groc. Co., Tacoma, WA	
Quality Food Centers (QFC)	21	7.0	West Coast Whlsl. Groc. Co., Tacoma, WA	
Prairie Market	30	4.0	Tradewell Warehouse, Kent, WA	
Tradewell	24	4.0	(Own) Kent, WA	
Fred Meyer	6	2.0	(Own) Portland, OR	
B & M	4	2.0	West Coast Whlsl. Groc., Tacoma, WA	
7-Eleven (C)	142	2.0	McLane/Northwest, Tacoma, WA	
VOLUNTARY &/OR COOPERATIVE GROUPS:			8.0%	
Mark-It Food/Discount	13	3.0	Assoc. Grocers, Inc., Seattle, WA	
Thriftway	11	3.0	Assoc. Grocers, Inc., Seattle, WA	
IGA	8	2.0	American-Strevell, Portland, OR	
Haggens	3	*	Assoc. Grocers, Inc., Seattle, WA	
Top Foods	3	*	Assoc. Grocers, Inc., Seattle, WA	
OTHER GROCERY STORES		na	14.0%	
TOTAL		401+	100.0%	

* Included in "Other Grocery Stores"
(C) Convenience Stores
na - not available

Standard Metropolitan Area:
King, Snohomish Counties

Rank in U.S. based on supermarket sales 1983: 19

	U.S.	SMA Total	Central City Seattle
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 10,503	\$ 3,449
Food Store Sales (millions)	\$ 278,427	\$ 2,300	\$ 611
% of total retail sales	23.5%	21.9%	17.7%
Supermarket Sales (millions)	\$ 261,732	\$ 2,186	\$ --
% of Food Store Sales	94.0%	95.0%	--
Total number of Food Stores	171,592	1,277	493
Supermarket Sales per capita	\$ 1,111.27	\$ 1,304.76	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	1,675.4	490.0
Total number of Households (thousands)	85,691.5	657.8	222.9
Population by Age of Household Head			
Under 25 Years	7.4%	8.4%	--
25 - 34 Years	22.7%	26.1%	--
35 - 44 Years	18.7%	20.2%	--
45 - 54 Years	15.1%	14.1%	--
55 - 64 Years	15.7%	14.5%	--
65 & Over	20.4%	16.7%	--
Number of Persons per Household			
% by number of persons per household			
One	24.2%	27.3%	--
Two	30.7%	32.6%	--
Three	17.4%	16.2%	--
Four	15.3%	14.5%	--
Five	7.4%	6.1%	--
Six & Over	5.0%	3.3%	--
Average Household Size	2.75	2.55	--
INCOME 1985			
Net Effective Buying Income (millions)	\$2,329,210	\$ 20,677	\$ 6,092
Per Capita EBI	\$ 9,889.00	\$ 12,347	\$ 12,453
Median Household EBI	\$ 23,420.00	\$ 28,332	\$ 22,400
Household by EBI Groups			
% Distribution			
Under-\$10,000	18.8%	14.0%	16.7%
\$10,000 - \$24,999	34.6%	29.1%	24.2%
\$25,000 & Over	46.6%	56.9%	59.1%
Projected EBI % change 1988/1985	+58.6%	71.5%	--
Projected average household EBI			
% change 1988/1985	+46.6%	58.0%	--

20. CLEVELAND, OHIO

Market Area Covered:

Cuyhoga, Lake, Geauga &
Medina Counties

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Pick-N-Pay	45	50.5%	(Own) Maple Heights, OH
Fazio's	27	26.0	(Own) Bedford Heights, OH
Heinen's	9	17.5	(Own) Bedford Heights, OH
		7.0	
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Stop-N-Shop	31	44.5%	American Seaway Foods, Cleveland, OH
Bi-Rite	27	22.0	American Seaway Foods, Cleveland, OH
Sav-Mor	15	9.0	Heritage Wholesale, Bedford Heights, OH
Bi-Lo/Barney's	7	5.5	(Own) Solon, OH
Eagle	29	5.0	American Seaway Foods, Cleveland, OH
		3.0	
OTHER GROCERY STORES			
	na	5.0%	
TOTAL	190+	100.0%	

na - not available

Standard Metropolitan Area:

Cuyahoga, Geauga, Lake, Medina Counties

Rank in U.S. based on supermarket sales 1983: 20

	U.S.	SMA Total	Central City Cleveland
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 9,678	\$ 1,735
Food Store Sales (millions)	\$ 278,427	\$ 2,324	\$ 414
% of total retail sales	23.5%	24.0%	23.9%
Supermarket Sales (millions)	\$ 261,732	\$ 2,142	\$ --
% of Food Store Sales	94.0%	92.2%	--
Total number of Food Stores	171,592	2,036	941
Supermarket Sales per capita	\$ 1,111.27	\$ 1,162.05	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	1,843.3	540.3
Total number of Households (thousands)	85,691.5	703.6	215.1
Population by Age of Household Head			
Under 25 Years	7.4%	6.0%	--
25 - 34 Years	22.7%	21.1%	--
35 - 44 Years	18.7%	17.8%	--
45 - 54 Years	15.1%	16.2%	--
55 - 64 Years	15.7%	18.2%	--
65 & Over	20.4%	20.7%	--
Number of Persons per Household			
% by number of persons per household			
One	24.2%	27.7%	--
Two	30.7%	29.2%	--
Three	17.4%	16.9%	--
Four	15.3%	14.3%	--
Five	7.4%	7.4%	--
Six & Over	5.0%	4.6%	--
Average Household Size	2.75	2.62	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 19,282	\$ 4,193
Per Capita EBI	\$ 9,889.00	\$ 10,461	\$ 7,761
Median Household EBI	\$ 23,420.00	\$ 24,823	\$ 16,552
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	18.2%	33.0%
\$10,000 - \$24,999	54.6%	32.2%	25.2%
\$25,000 & Over	46.6%	49.6%	41.8%
Projected EBI % change 1988/1983	+58.6%	47.9%	--
Projected average household EBI			
% change 1988/1983	+46.6%	47.6%	--

21. TAMPA-ST. PETERSBURG, FLORIDA

TAMPA

Market Area Covered:
Hillsborough County

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		91.3%	
Winn-Dixie	16	25.0	(Own) Jacksonville, FL
Publix/Food World	14	24.0	(Own) Lakeland, FL
Kash 'n Karry	20	15.5	Tampa Wholesale, Tampa, FL
Albertson's	4	14.0	(Own) Miami, FL
Family Mart	3	5.0	Publix, Lakeland, FL
U-Save	9	4.0	B&B Distributors, Tampa, FL
Jewel T Discount	7	2.0	(Own) Orlando, FL
Thriftway	3	1.0	na
Convenience Stores	283	0.8	Various Suppliers
OTHER GROCERY STORES	100+	8.7%	
TOTAL	459+	100.0%	

ST. PETERSBURG

Market Area Covered:
Pinellas

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		95.9%	
Publix/Food World	29	23.8	(Own) Lakeland, FL
Winn-Dixie	28	23.0	(Own) Jacksonville, FL
Kash 'n Karry	17	20.8	Tampa Wholesale, Tampa, FL
Albertson's Southco	9	17.1	Super Foods, Orlando, FL
Family Mart	4	7.3	Publix, Lakeland, FL
Jewel T Discount	9	2.7	(Own) Orlando, FL
Grand Union	4	1.2	(Own) Hialeah, FL
Convenience Stores	191	na	Various Suppliers
OTHER GROCERY STORES (includes independents)	50+	4.1%	
TOTAL	341+	100.0%	

na - not available

Standard Metropolitan Area:
Hernando, Hillsborough, Pinellas, Pasco Counties

Rank in U.S. based on supermarket sales: 21

	U.S.	SMA Total	Central Cities Tampa	St. Pete
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 9,627	\$ 2,638	\$ 1,224
Food Store Sales (millions)	\$ 278,427	\$ 2,226	\$ 338	\$ 349
% of total retail sales	23.5%	23.1%	12.8%	28.5%
Supermarket Sales (millions)	\$ 261,732	\$ 2,109	\$ --	\$ --
% of Food Store Sales	94.0%	94.7%	--	--
Total number of Food Stores	171,592	1,705	487	270
Supermarket Sales per capita	\$ 1,111.27	\$ 1,179.66	\$ --	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	1,787.8	283.0	248.7
Total number of Households (thousands)	85,691.5	732.9	112.4	108.8
Population by Age of Household Head				
Under 25 Years	7.4%	5.6%	--	--
25 - 34 Years	22.7%	16.4%	--	--
35 - 44 Years	18.7%	14.1%	--	--
45 - 54 Years	15.1%	12.6%	--	--
55 - 64 Years	15.7%	17.0%	--	--
65 & Over	20.4%	34.3%	--	--
Number of Persons per Household				
% by number of persons per household				
One	24.2%	26.7%	--	--
Two	30.7%	39.9%	--	--
Three	17.4%	14.5%	--	--
Four	15.3%	11.0%	--	--
Five	7.4%	4.9%	--	--
Six & Over	5.0%	3.1%	--	--
Average Household Size	2.75	2.44	--	--
INCOME 1983				
Net Effective Buying Income (millions)	\$2,329,210	\$ 17,837	\$ 2,595	\$ 2,479
Per Capita EBI	\$ 9,889.00	\$ 9,977	\$ 9,170	\$ 9,968
Median Household EBI	\$ 23,420.00	\$ 19,903	\$ 18,269	\$ 17,795
Household by EBI Groups				
% Distribution				
Under \$10,000	18.8%	20.6%	26.7%	25.0%
\$10,000 - \$24,999	34.6%	41.6%	27.5%	30.9%
\$25,000 & Over	46.6%	37.8%	45.8%	44.1%
Projected EBI % change 1988/1983	+58.6%	39.9%	--	--
Projected average household EBI				
% change 1988/1983	+46.6%	22.6%	--	--

22. PITTSBURGH, PENNSYLVANIA

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		82.8%	
Giant Eagle	50	29.4	(Own) Pittsburgh, PA
Shop 'n Save	62	28.1	Charley Bros., Greensburg, PA
Foodland	54	20.2	Fox Grocery Co., Belle Vernon, PA
Super Dollar IGA	23	3.6	Potter-McCune Co., McKeesport, PA
Golden Dawn	10	1.5	Peter J. Schmitt Co., Buffalo, NY
LEADING INDEPENDENTS:		2.7%	
Marraccini	3	2.3	Potter-McCune Co., McKeesport, PA
Haines	2	0.4	Potter-McCune Co., McKeesport, PA
OTHER GROCERY STORES	na	14.5%	
TOTAL	204+	100.0%	

na - not available

Standard Metropolitan Area:

Allegheny, Fayette, Washington, Westmoreland Counties

Rank in U.S. based on supermarket sales 1983: 22

	U.S.	SMA Total	Central City Pittsburgh
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 10,497	\$ 1,926
Food Store Sales (millions)	\$ 278,427	\$ 2,313	\$ 355
% of total retail sales	23.5%	22.0%	18.4%
Supermarket Sales (millions)	\$ 261,732	\$ 2,086	\$ --
% of Food Store Sales	94.0%	90.2%	--
Total number of Food Stores	171,592	2,519	528
Supermarket Sales per capita	\$ 1,111.27	\$ 958.51	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	2,176.3	404.0
Total number of Households (thousands)	85,691.5	830.3	165.5
Population by Age of Household Head			
Under 25 Years	7.4%	5.1%	--
25 - 34 Years	22.7%	19.2%	--
35 - 44 Years	18.7%	15.8%	--
45 - 54 Years	15.1%	16.0%	--
55 - 64 Years	15.7%	19.7%	--
65 & Over	20.4%	24.2%	--
Number of Persons per Household			
% by number of persons per household			
One	24.2%	26.6%	--
Two	30.7%	30.2%	--
Three	17.4%	17.5%	--
Four	15.3%	14.6%	--
Five	7.4%	7.1%	--
Six & Over	5.0%	4.0%	--
Average Household Size	2.75	2.62	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 22,613	\$ 3,916
Per Capita EBI	\$ 9,889.00	\$ 10,391	\$ 9,693
Median Household EBI	\$ 23,420.00	\$ 24,366	\$ 19,290
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	18.1%	26.4%
\$10,000 - \$24,999	34.6%	33.3%	25.2%
\$25,000 & Over	46.6%	48.6%	48.4%
Projected EBI % change 1988/1983	+58.6%	48.2%	--
Projected average household EBI % change 1988/1983	+46.6%	45.8%	--

23. PHOENIX, ARIZONA

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		98.0%	
Smitty's	20	30.0	Assoc. Grocers, Phoenix, AZ
Fry's	24	19.0	Assoc. Grocers, Phoenix, AZ
Bayless	33	11.0	(Own) Phoenix, AZ
Safeway	33	10.0	(Own) Phoenix, AZ
Lucky	21	9.0	(Own) Phoenix, AZ
Alpha Beta	29	7.0	(Own) Phoenix, AZ
Bashas'	26	6.0	(Own) Chandler, AZ
Circle K (C)	200	3.0	na
Low Cost Mkts.	10	3.0	(Own) Phoenix, AZ
OTHER GROCERY STORES	na	2.0%	
TOTAL	396+	100.0%	

(C) Convenience Stores
na - not available

Standard Metropolitan Area:
Maricopa County

Rank in U.S. based on supermarket sales 1983: 23

	U.S.	SMA Total	Central City Phoenix
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 8,150	\$ 3,557
Food Store Sales (millions)	\$ 278,427	\$ 2,090	\$ 879
% of total retail sales	23.5%	25.6%	24.7%
Supermarket Sales (millions)	\$ 261,732	\$ 2,036	\$ --
% of Food Store Sales	94.0%	97.4%	--
Total number of Food Stores	171,592	1,111	600
Supermarket Sales per capita	\$ 1,111.27	\$ 1,210.61	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	1,681.8	843.7
Total number of Households (thousands)	85,691.5	640.0	321.0
Population by Age of Household Head			
Under 25 Years	7.4%	8.8%	--
25 - 34 Years	22.7%	23.2%	--
35 - 44 Years	18.7%	18.8%	--
45 - 54 Years	15.1%	14.0%	--
55 - 64 Years	15.7%	14.9%	--
65 & Over	20.4%	20.3%	--
Number of Persons per Household			
% by number of persons per household			
One	24.2%	24.7%	--
Two	39.7%	33.3%	--
Three	17.4%	16.3%	--
Four	15.3%	14.0%	--
Five	7.4%	6.9%	--
Six & Over	5.0%	4.8%	--
Average Household Size	2.75	2.63	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,529,210	\$ 16,832	\$ 8,255
Per Capita EBI	\$ 9,889.00	\$ 10,008	\$ 9,784
Median Household EBI	\$ 23,420.00	\$ 23,131	\$ 22,696
Household by EBI Groups			
Distribution			
Under \$10,000	18.8%	16.7%	17.6%
\$10,000 - \$24,999	34.6%	37.7%	25.6%
\$25,000 & Over	46.6%	45.5%	56.8%
Projected EBI % change 1988/1983	+58.6%	79.3%	--
Projected average household EBI % change 1988/1983	+46.6%	51.4%	--

24. RIVERSIDE - SAN BERNARDINO, ONTARIO, CALIFORNIA

SAN BERNARDINO

Market Area Covered:
San Bernardino County

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Stater Bros.	37	88.1%	(Own) Colton, CA
Alpha Beta	19	31.7	(Own) La Habra, CA
Lucky/Gemco	9	15.1	(Own) Buena Park, CA
Vons	11	12.1	(Own) Los Angeles, CA
Safeway	12	11.2	(Own) Downey, CA
Base Commissary	4	9.1	na
Fedco	1	*	na
Circle K (C)	27	5.0	A.M. Lewis, Riverside, CA
Ralph's	1	2.1	(Own) Compton, CA
7-Eleven (C)	18	1.5	A.M. Lewis, Riverside, CA
Stop N Go (C)	6	1.4	A.M. Lewis, Riverside, CA
Albertson's	1	0.9	(Own) Fullerton, CA
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Orange Empire	114	*	(Own) A.M. Lewis, Riverside, CA
Certified Grocers	108	*	(Own) Los Angeles, CA
OTHER GROCERY STORES			
	433	11.9%	
TOTAL	801	100.0%	

RIVERSIDE

Market Area Covered:
Riverside County

LEADING CHAINS:			
Stater Bros.	50	77.5%	(Own) Colton, CA
Alpha Beta	18	17.0	(Own) La Habra, CA
Safeway	11	16.8	(Own) Downey, CA
Vons	11	12.0	(Own) Los Angeles, CA
Ralph's	4	9.6	(Own) Compton, CA
Gemco	4	4.2	(Own) Buena Park, CA
Lucky	4	4.2	(Own) Buena Park, CA
Albertson's	2	4.0	(Own) Buena Park, CA
Circle K (C)	4	3.2	(Own) Los Angeles, CA
7-Eleven (C)	13	2.0	A.M. Lewis, Riverside, CA
Stop N Go (C)	13	1.5	A.M. Lewis, Riverside, CA
Smith's Food King	6	1.5	A.M. Lewis, Riverside, CA
	5	1.5	Certified Grocers, Lynwood, CA
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Orange Empire	100	10.0%	(Own) A.M. Lewis, Riverside, CA
Certified Grocers	99	5.0	(Own) Los Angeles, CA

(continued--see bottom of page 49)

na - not available

(C) Convenience Stores

* Included in "Other Grocery Stores"

Standard Metropolitan Area:
Riverside, San Bernardino Counties

Rank in U.S. based on supermarket sales 1983: 24

	U.S.	SMA Total	Central City Riverside
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 8,575	\$ 1,158
Food Store Sales (millions)	\$ 278,427	\$ 2,089	\$ 219
% of total retail sales	23.5%	24.4%	18.9%
Supermarket Sales (millions)	\$ 261,732	\$ 1,954	\$ --
% of Food Store Sales	94.0%	93.5%	--
Total number of Food Stores	171,592	1,211	104
Supermarket Sales per capita	\$ 1,111.27	\$ 1,115.55	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	1,751.6	177.9
Total number of Households (thousands)	85,691.5	628.6	63.8
Population by Age of Household Head			
Under 25 Years	7.4%	7.8%	--
25 - 34 Years	22.7%	22.9%	--
35 - 44 Years	18.7%	18.3%	--
45 - 54 Years	15.1%	14.0%	--
55 - 64 Years	15.7%	15.2%	--
65 & Over	20.4%	21.8%	--
Number of Persons per Household			
% by number of persons per household			
One	24.2%	21.0%	--
Two	30.7%	34.0%	--
Three	17.4%	16.8%	--
Four	15.3%	15.4%	--
Five	7.4%	7.4%	--
Six & Over	5.0%	5.4%	--
Average Household Size	2.75	2.79	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 16,852	\$ 1,748
Per Capita EBI	\$ 9,889.00	\$ 9,621	\$ 9,826
Median Household EBI	\$ 23,420.00	\$ 23,356	\$ 24,386
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	17.7%	16.5%
\$10,000 - \$24,999	34.6%	35.8%	23.5%
\$25,000 & Over	46.6%	46.5%	60.0%
Projected EBI % change 1988/1983	+58.6%	61.6%	--
Projected average household EBI			
% change 1988/1983	+46.6%	37.3%	--

RIVERSIDE (continued)

LEADING INDEPENDENTS:		3.0%	
Ray's	1	2.0	na
Uli's	1	1.0	A.M. Lewis, Riverside, CA
OTHER GROCERY STORES	409	9.5%	
TOTAL	731	100.0%	

25. SAN JOSE, CALIFORNIA

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Safeway	25	82.0%	(Own) Fremont, CA
Lucky	24	22.0	(Own) San Leandro, CA
Alpha Beta	24	17.0	(Own) Milpitas, CA
Fry's	10	8.0	Certified, Los Angeles, CA
Nob Hill	9	6.0	Fleming Foods, San Leandro, CA
Albertson's	4	4.0	Fleming Foods, San Leandro, CA
Brentwood	6	4.0	Fleming Foods, San Leandro, CA
P.W. Super	6	3.0	United Grocers, Richmond, CA
7-Eleven (C)	111	1.0	United Grocers, Cupertino, CA
Stop-N-Go (C)	14	*	United Grocers, Richmond, CA
LEADING INDEPENDENTS:			
Original Food Villa	3	8.0%	United Grocers, Richmond, CA
H & S Food Villa	4	3.0	United Grocers, Richmond, CA
Food Fair	3	2.0	United Grocers, Richmond, CA
Lincoln Lane	2	*	United Grocers, San Jose, CA
Co-op Supermarkets	3	*	United Grocers, San Jose, CA
Food Plaza	2	*	United Grocers, San Jose, CA
OTHER GROCERY STORES			
	na	10.0%	
/TOTAL	250+	100.0%	

na - not available

(C) Convenience Stores

* Included in "Other Grocery Stores"

Standard Metropolitan Area
Santa Clara County

Rank in U.S. based on supermarket sales 1983: 25

	U.S.	SMA Total	Central City San Jose
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 9,469	\$ 3,725
Food Store Sales (millions)	\$ 278,427	\$ 2,077	\$ 886
% of total retail sales	23.5%	21.9%	23.8%
Supermarket Sales (millions)	\$ 261,732	\$ 1,953	\$ --
% of Food Store Sales	94.0%	94.0%	--
Total number of Food Stores	171,592	983	416
Supermarket Sales per capita	\$ 1,111.27	\$ 1,404.13	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	1,390.9	683.1
Total number of Households (thousands)	85,691.5	509.0	236.8
Population by Age of Household Head			
Under 25 Years	7.4%	8.1%	--
25 - 34 Years	22.7%	26.5%	--
35 - 44 Years	18.7%	23.0%	--
45 - 54 Years	15.1%	16.2%	--
55 - 64 Years	15.7%	13.6%	--
65 & Over	20.4%	12.6%	--
Number of Persons per Household			
% by number of persons per household			
One	24.2%	23.4%	--
Two	30.7%	30.5%	--
Three	17.4%	17.9%	--
Four	15.3%	16.1%	--
Five	7.4%	7.3%	--
Six & Over	5.0%	4.8%	--
Average Household Size	2.75	2.73	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 18,589	\$ 8,173
Per Capita EBI	\$ 9,889.00	\$ 13,365	\$ 11,965
Median Household EBI	\$ 23,420.00	\$ 33,780	\$ 32,967
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	9.3%	9.6%
\$10,000 - \$24,999	34.6%	24.2%	15.7%
\$25,000 & Over	46.6%	66.5%	74.7%
Projected EBI % change 1988/1983	+58.6%	72.2%	--
Projected average household EBI			
% change 1988/1983	+46.6%	51.6%	--

26. MIAMI, FLORIDA

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Publix	29	70.0%	
Winn-Dixie/Kwik Chek	46	30.0	(Own) No. Miami, FL
Pantry Pride	37	30.0	(Own) Hialeah, FL
U-Tote-M (C)	56	10.0	(Own) Hialeah, FL
7-Eleven (C)	70	*	Malone & Hyde
Treasury	2	*	(Own) Orlando, FL
Food Spot (C)	28	*	Malone & Hyde
Tom Thumb (C)	5	*	Assoc. Grocers, Hialeah, FL
			Assoc. Grocers, Hialeah, FL
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Associated Grocers	195	21.0%	
Malone & Hyde	212	12.0	(Own) Hialeah, FL
		9.0	(Own) Hialeah, FL
LEADING INDEPENDENTS:			
Great Value	8	*	Assoc. Grocers, Hialeah, FL *
OTHER GROCERY STORES			
	na	9.0%	
TOTAL	688+	100.0%	

* Included in "Other Grocery Stores"
(C) Convenience Stores
na - not available

Standard Metropolitan Area
Dade County

Rank in U.S. based on supermarket sales 1983: 26

	U.S.	SMA Total	Central City Miami
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 9,803	\$ 2,314
Food Store Sales (millions)	\$ 278,427	\$ 1,914	\$ 323
% of total retail sales	23.5%	19.5%	14.0%
Supermarket Sales (millions)	\$ 261,732	\$ 1,749	\$ --
% of Food Store Sales	94.0%	91.4%	--
Total number of Food Stores	171,592	1,825	599
Supermarket Sales per capita	\$ 1,111.27	\$ 991.22	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	1,764.5	402.0
Total number of Households (thousands)	85,691.5	645.9	152.1
Population by Age of Household Head			
Under 25 Years	7.4%	5.2%	--
25 - 34 Years	22.7%	18.2%	--
35 - 44 Years	18.7%	18.3%	--
45 - 54 Years	15.1%	16.6%	--
55 - 64 Years	15.7%	16.1%	--
65 & Over	20.4%	25.5%	--
Number of Persons per Household			
% by number of persons per household			
One	24.2%	26.0%	--
Two	30.7%	32.2%	--
Three	17.4%	16.6%	--
Four	15.3%	13.4%	--
Five	7.4%	6.6%	--
Six & Over	5.0%	5.2%	--
Average Household Size	2.75	2.75	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 17,381	\$ 3,196
Per Capita EBI	\$ 9,889.00	\$ 9,850	\$ 7,950
Median Household EBI	\$ 23,420.00	\$ 21,756	\$ 15,915
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	22.2%	32.7%
\$10,000 - \$24,999	34.6%	34.6%	27.8%
\$25,000 & Over	46.6%	43.2%	39.5%
Projected EBI % change 1988/1983	+58.6%	76.2%	--
Projected average household EBI			
% change 1988/1983	+46.6%	60.2%	--

27. KANSAS CITY, MISSOURI - KANSAS

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	Share of Customers*	Principal Supplier
LEADING CHAINS:			
Safeway	22	46.0%	(Own) Kansas City, MO
Savemart	18	14.0	Milgram, Kansas City, MO
Food Barn	13	11.0	Safeway, Kansas City, MO
Thriftway	28	9.0	Assoc. Grocers, Kansas City, KS
Milgram	11	8.0	(Own) Kansas City, MO
Aldi	7	4.0	(Own) Aurora, IL
		**	
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Price Chopper	11	32.0%	Assoc. Grocers, Kansas City, KS
United Super	37	18.0	Fleming Foods, Kansas City, KS
IGA	5	14.0	(Own) Mexico, MO
		**	
LEADING INDEPENDENTS:			
Hen House	2	11.0%	Assoc. Grocers, Kansas City, KS
Ball's	7	5.0	Assoc. Grocers, Kansas City, KS
Payless	4	3.0	Assoc. Grocers, Kansas City, KS
		3.0	
OTHER GROCERY STORES			
	na	11.0%	
		**	
TOTAL	165+	100.0%	

* Reflects shoppers store preference

** Included in "Other Grocery Stores"

na - not available

Standard Metropolitan Area:

MO: Cass, Clay, Jackson, Lafayette, Platte, Ray Counties

KS: Johnson, Leavenworth, Miami, Wyandotte Counties

Rank in U.S. based on supermarket sales 1983: 27

	U.S.	SMA Total	Central City Kansas City
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 8,667	\$ 763
Food Store Sales (millions)	\$ 278,427	\$ 1,807	\$ 195
% of total retail sales	23.5%	20.8%	25.5%
Supermarket Sales (millions)	\$ 261,732	\$ 1,736	\$ --
% of Food Store Sales	94.0%	96.1%	--
Total number of Food Stores	171,592	1,035	394
Supermarket Sales per capita	\$ 1,111.27	\$ 1,195.59	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	1,452.0	157.9
Total number of Households (thousands)	85,691.5	550.1	59.9
Population by Age of Household Head			
Under 25 Years	7.4%	7.8%	--
25 - 34 Years	22.7%	23.9%	--
35 - 44 Years	18.7%	19.3%	--
45 - 54 Years	15.1%	15.3%	--
55 - 64 Years	15.7%	15.1%	--
65 & Over	20.4%	18.6%	--
Number of Persons per Household			
% by number of persons per household			
One	24.2%	25.2%	--
Two	50.7%	31.1%	--
Three	17.4%	17.6%	--
Four	15.3%	15.5%	--
Five	7.4%	6.7%	--
Six & Over	5.0%	3.9%	--
Average Household Size	2.75	2.64	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 15,903	\$ 1,494
Per Capita EBI	\$ 9,889.00	\$ 10,953	\$ 9,462
Median Household EBI	\$ 23,420.00	\$ 26,142	\$ 22,736
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	15.4%	20.8%
\$10,000 - \$24,999	34.6%	32.1%	23.1%
\$25,000 & Over	46.6%	52.5%	56.1%
Projected EBI % change 1988/1983	+58.6%	55.6%	--
Projected average household EBI			
% change 1988/1983	+46.6%	47.0%	--

28. NEW ORLEANS, LOUISIANA

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Schwegmann Bros.	11	86.0%	
Winn-Dixie	36	30.0	(Own) New Orleans, LA
National-Canal Villers	18	20.0	(Own) New Orleans, LA
Delchamps	11	14.0	(Own) New Orleans, LA
A&P	20	14.0	Mobile, AL
Breaux Mart	5	8.0	(Own) New Orleans, LA
Time Saver Food Stores (C)	109	*	(Own) New Orleans, LA
Li'l General Stores (C)	15	*	Goodman & Beer Co., New Orleans, LA
7-Eleven (C)	3	*	Church Point Wholesale Grocery Co., Church Point, LA
Piggly Wiggly	2	*	Baton Rouge, LA
Kart N Karry (C)	13	*	Shreveport, LA
			Kenner, LA
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Louisiana Grocers Co-op	21	*	(Own) New Orleans, LA
Affiliated Foods	3	*	Broussard, LA
Super Valu Stores	4	*	Indianola, MS
Associated Grocers	5	*	Baton Rouge, LA
OTHER GROCERY STORES			
(including Convenience Stores)	85	14.0%	
TOTAL	361	100.0%	

* Included in "Other Grocery Stores"
(C) Convenience Stores

Standard Metropolitan Area:

Jefferson, Orleans, St. Bernard, St. Charles, St. John the Baptist, St. Tammany Parishes

Rank in U.S. based on supermarket sales 1983: 28

	U.S.	SMA Total	Central City New Orleans
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 6,328	\$ 2,618
Food Store Sales (millions)	\$ 278,427	\$ 1,775	\$ 635
% of total retail sales	23.5%	28.0%	24.3%
Supermarket Sales (millions)	\$ 261,732	\$ 1,704	\$ 610
% of Food Store Sales	94.0%	96.0%	96.1%
Total number of Food Stores	171,592	1,193	569
Supermarket Sales per capita	\$ 1,111.27	\$ 1,280.72	\$ 1,083.29
POPULATION 1983 TOTAL (thousands)	235,524.3	1,330.5	563.1
Total number of Households (thousands)	85,691.5	487.2	216.4
Population by Age of Household Head			
Under 25 Years	7.4%	8.0%	7.7%
25 - 34 Years	22.7%	25.8%	24.6%
35 - 44 Years	18.7%	19.3%	16.6%
45 - 54 Years	15.1%	15.2%	13.9%
55 - 64 Years	15.7%	14.9%	15.6%
65 & Over	20.4%	16.8%	21.6%
Number of Persons per Household			
% by number of persons per household			
One	24.2%	26.2%	31.7%
Two	30.7%	27.2%	27.5%
Three	17.4%	17.9%	15.9%
Four	15.3%	14.8%	11.7%
Five	7.4%	7.7%	6.5%
Six & Over	5.0%	6.2%	6.7%
Average Household Size	2.75	2.73	2.60
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 12,704	\$ 4,888
Per Capita EBI	\$ 9,889.00	\$ 9,548	\$ 8,680
Median Household EBI	\$ 23,420.00	\$ 22,348	\$ 16,739
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	22.4%	31.8%
\$10,000 - \$24,999	34.6%	33.0%	35.2%
\$25,000 & Over	46.6%	44.6%	33.0%
Projected EBI % change 1988/1983	+58.6%	66.6%	58.4%
Projected average household EBI			
% change 1988/1983	+46.6%	49.9%	51.4%

29. SACRAMENTO, CALIFORNIA

Market Area Covered:

ABC City & Retail Trading Zone

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		86.0%	
Raley's	46	23.0	United Grocers, Sacramento, CA
Lucky/Gemco	26	20.0	(Own) San Leandro, CA
Alpha Beta	12	12.0	(Own) Milpitas, CA
Safeway	11	11.0	(Own) Sacramento, CA
Albertson's	6	8.0	Fleming Foods, Fremont, CA
Bel Air	6	7.0	United Grocers, Sacramento, CA
Jumbo	11	5.0	Fleming Foods, Fremont, CA
OTHER GROCERY STORES	na	14.0%	
TOTAL	118+	100.0%	

na - not available

Standard Metropolitan Area:

El Dorado, Placer, Sacramento, Yolo Counties

Rank in U.S. based on supermarket sales 1983: 29

	U.S.	SMA Total	Central City Sacramento
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 6,921	\$ 1,743
Food Store Sales (millions)	\$ 278,427	\$ 1,771	\$ 486
% of total retail sales	23.5%	25.6%	27.9%
Supermarket Sales (millions)	\$ 261,732	\$ 1,684	\$ --
% of Food Store Sales	94.0%	95.1%	-- %
Total number of Food Stores	171,592	860	280
Supermarket Sales per capita	\$ 1,111.27	\$ 1,383.16	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	1,217.5	295.9
Total number of Households (thousands)	85,691.5	478.3	126.5
Population by Age of Household Head			
Under 25 Years	7.4%	9.4%	-- %
25 - 34 Years	22.7%	25.1%	-- %
35 - 44 Years	18.7%	18.8%	-- %
45 - 54 Years	15.1%	15.1%	-- %
55 - 64 Years	15.7%	15.2%	-- %
65 & Over	20.4%	16.4%	-- %
Number of Persons per Household			
% by number of persons per household			
One	24.2%	26.8%	-- %
Two	30.7%	32.6%	-- %
Three	17.4%	17.3%	-- %
Four	15.3%	14.2%	-- %
Five	7.4%	5.8%	-- %
Six & Over	5.0%	3.2%	-- %
Average Household Size	2.75	2.55	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 13,201	\$ 3,175
Per Capita EBI	\$ 9,889.00	\$ 10,843	\$ 10,730
Median Household EBI	\$ 23,420.00	\$ 24,288	\$ 20,977
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	17.2%	22.8%
\$10,000 - \$24,999	34.6%	34.3%	25.0%
\$25,000 & Over	46.6%	48.5%	52.2%
Projected EBI % change 1988/1983	+58.6%	63.4%	-- %
Projected average household EBI % change 1988/1983	+46.6%	39.4%	-- %

30. MILWAUKEE, WISCONSIN

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>75.0%</u>	
Pick 'N Save	19	37.0	Roundy's, Milwaukee, WI
Kohl's	45	20.0	(Own) Milwaukee, WI
Sentry	44	18.0	(Own) Godfrey Co., Waukesha, WI
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>10.0%</u>	
Shop-Rite	23	6.0	Roundy's, Milwaukee, WI
Sav-U	4	4.0	Schultz Sav-U Stores, Sheboygan, WI
OTHER GROCERY STORES	na	<u>15.0%</u>	
TOTAL	135+	100.0%	

na - not available

Standard Metropolitan Area:

Milwaukee, Ozaukee, Washington, Waukesha Counties

Rank in U.S. based on supermarket sales 1983: 30

	U.S.	SMA Total	Central City Milwaukee
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 7,042	\$ 2,531
Food Store Sales (millions)	\$ 278,427	\$ 1,655	\$ 654
% of total retail sales	23.5%	23.5%	25.8%
Supermarket Sales (millions)	\$ 261,732	\$ 1,555	\$ --
% of Food Store Sales	94.0%	93.6%	-- %
Total number of Food Stores	171,592	1,001	543
Supermarket Sales per capita	\$ 1,111.27	\$ 1,119.35	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	1,389.2	622.2
Total number of Households (thousands)	85,691.5	516.0	245.3
Population by Age of Household Head			
Under 25 Years	7.4%	7.8%	-- %
25 - 34 Years	22.7%	23.6%	-- %
35 - 44 Years	18.7%	18.0%	-- %
45 - 54 Years	15.1%	15.6%	-- %
55 - 64 Years	15.7%	15.5%	-- %
65 & Over	20.4%	19.5%	-- %
Number of Persons per Household			
% by number of persons per household			
One	24.2%	26.0%	-- %
Two	30.7%	29.6%	-- %
Three	17.4%	16.9%	-- %
Four	15.3%	15.1%	-- %
Five	7.4%	7.6%	-- %
Six & Over	5.0%	4.8%	-- %
Average Household Size	2.75	2.69	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 15,284	\$ 6,067
Per Capita EBI	\$ 9,889.00	\$ 11,002	\$ 9,751
Median Household EBI	\$ 23,420.00	\$ 27,454	\$ 22,346
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	13.6%	19.5%
\$10,000 - \$24,999	34.6%	30.9%	25.0%
\$25,000 & Over	46.6%	55.5%	55.5%
Projected EBI % change 1988/1983	+58.6%	56.0%	-- %
Projected average household EBI			
% change 1988/1983	+46.6%	50.1%	-- %

31. CINCINNATI, OHIO - KENTUCKY - INDIANA

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		62.0%	
Kroger	47	45.0	(Own) Cincinnati, OH
Thriftway	17	13.0	(Own) Cincinnati, OH
Larry's	6	4.0	Heritage Wholesalers, (Fisher Foods) Bedford Hgts., OH
Convenience Food Mart	43	*	na
Food Mart	1	*	na
Super Valu	7	*	na
White Villa	27	*	na
Marsh	2	*	(Own) Yorktown, IN
Stop-N-Go	11	*	American Seaway Foods, Bedford Hgts., OH
United Dairy Farmers	82	*	na
King Kwik	104	*	na
VOLUNTARY &/OR COOPERATIVE GROUPS:		20.0%	
IGA	51	20.0	Super Food Services, Bellefontaine, OH
U-Tote-M	19	*	na
OTHER GROCERY STORES	na	18.0%	
TOTAL	417+	100.0%	

* Included in "Other Grocery Stores"

na - not available

Standard Metropolitan Area:

OH: Clermont, Hamilton, Warren Counties

KY: Boone, Campbell, Kenton Counties

IN: Dearborn County

Rank in U.S. based on supermarket sales 1983: 31

	U.S.	SMA Total	Central City Cincinnati
RETAIL SALES 1983 TOTAL (millions)	\$1,186,587	\$ 7,092	\$ 1,859
Food Store Sales (millions)	\$ 278,427	\$ 1,723	\$ 353
% of total retail sales	23.5%	24.3%	19.2%
Supermarket Sales (millions)	\$ 261,732	\$ 1,542	\$ --
% of Food Store Sales	94.0%	89.5%	--
Total number of Food Stores	171,592	1,661	557
Supermarket Sales per capita	\$ 1,111.27	\$ 1,105.38	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	1,395.0	372.9
Total number of Households (thousands)	85,691.5	519.0	160.1
Population by Age of Household Head			
Under 25 Years	7.4%	7.8%	--
25 - 34 Years	22.7%	23.1%	--
35 - 44 Years	18.7%	18.1%	--
45 - 54 Years	15.1%	15.7%	--
55 - 64 Years	13.7%	15.6%	--
65 & Over	20.4%	19.7%	--
Number of Persons per Household			
% by number of persons per household			
One	24.2%	26.8%	--
Two	30.7%	28.2%	--
Three	17.4%	17.4%	--
Four	15.3%	14.9%	--
Five	7.4%	7.6%	--
Six & Over	5.0%	5.1%	--
Average Household Size	2.75	2.69	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 14,378	\$ 3,653
Per Capita EBI	\$ 9,889.00	\$ 10,307	\$ 9,796
Median Household EBI	\$ 23,420.00	\$ 24,753	\$ 18,553
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	17.6%	25.1%
\$10,000 - \$24,999	34.6%	32.9%	26.1%
\$25,000 & Over	46.6%	49.4%	48.8%
Projected EBI % change 1988/1983	+58.6%	60.4%	--
Projected average household EBI			
% change 1988/1983	+46.6%	54.7%	--

32. SAN ANTONIO, TEXAS

Market Area Covered:

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
H.E. Butt	35	86.0%	(Own) Corpus Christi, TX
Kroger	14	50.0	(Own) Houston, TX
Albertson's	7	20.0	Fleming Co., San Antonio, TX
Handy Andy	19	12.0	Sweeney & Co., San Antonio, TX
		4.0	
LEADING INDEPENDENTS:			
Warehouse Groceries	10	13.0%	(Own)
Super S Food Stores	5	7.0	Groce-Weardon Co., Victoria, TX
Consumer's Commissary	3	3.0	Sweeney & Co., San Antonio, TX (and direct)
Centeno Supermarkets	3	2.0	Sweeney & Co., San Antonio, TX (and direct)
		1.0	
OTHER GROCERY STORES	na	1.0%	
TOTAL	96+	100.0%	

na - not available

Standard Metropolitan Area:
Bexar, Comal, Guadalupe Counties

Rank in U.S. based on supermarket sales 1983: 32

	U.S.	SMA Total	Central City San Antonio
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 5,926	\$ 5,078
Food Store Sales (millions)	\$ 278,427	\$ 1,419	\$ 1,054
% of total retail sales	23.5%	23.9%	20.8%
Supermarket Sales (millions)	\$ 261,732	\$ 1,371	\$ --
% of Food Store Sales	94.0%	96.6%	-- %
Total number of Food Stores	171,592	1,279	996
Supermarket Sales per capita	\$ 1,111.27	\$ 1,168.20	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	1,173.6	851.9
Total number of Households (thousands)	85,691.5	392.4	288.2
Population by Age of Household Head			
Under 25 Years	7.4%	7.8%	-- %
25 - 34 Years	22.7%	24.1%	-- %
35 - 44 Years	18.7%	19.3%	-- %
45 - 54 Years	15.1%	15.8%	-- %
55 - 64 Years	15.7%	15.3%	-- %
65 & Over	20.4%	17.7%	-- %
Number of Persons per Household			
% by number of persons per household			
One	24.2%	20.5%	-- %
Two	30.7%	28.5%	-- %
Three	17.4%	18.0%	-- %
Four	15.3%	16.4%	-- %
Five	7.4%	8.6%	-- %
Six & Over	5.0%	7.9%	-- %
Average Household Size	2.75	2.99	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 10,411	\$ 6,979
Per Capita EBI	\$ 9,889.00	\$ 8,871	\$ 8,192
Median Household EBI	\$ 23,420.00	\$ 22,240	\$ 20,296
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	19.8%	22.5%
\$10,000 - \$24,999	34.6%	36.4%	26.8%
\$25,000 & Over	46.6%	43.8%	50.7%
Projected EBI % change 1988/1983	+58.6%	79.7%	-- %
Projected average household EBI			
% change 1988/1983	+46.6%	55.6%	-- %

33. COLUMBUS, OHIO

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		81.0%	
Kroger	35	34.0	(Own) Columbus, OH
Big Bear	35	33.0	(Own) Columbus, OH
Cardinal Food Stores	22	6.0	(Own) Columbus, OH
Gateway	10	*	Creasey Co., Columbus, OH
Stumps	7	4.0	S.M. Flickinger Co., Columbus, OH
Little Giant	4	*	Creasey Co., Columbus, OH
Lawson (C)	47	2.0	(Own) Cuyahoga Heights, OH
Food World	8	2.0	Seaway, Cleveland, OH
VOLUNTARY &/OR COOPERATIVE GROUPS:			
		11.0%	
Super Duper	19	7.0	(Own) S.M. Flickinger Co., Columbus, OH
IGA (Super Food Services)	24	4.0	(Own) Bellefontaine, OH
LEADING INDEPENDENTS:			
		2.0%	
Tom Tarpy's Markets	4	2.0	Food Marketing Corp., Ft. Wayne, IN
Red & White	25	*	S.M. Flickinger Co., Columbus, OH
Creco & Creco Assoc.	77	*	Creasey Co., Columbus, OH
OTHER GROCERY STORES			
	na	6.0%	
TOTAL	317*	100.0%	

* Included in "Other Grocery Stores"

(C) Convenience Stores

na - not available

Standard Metropolitan Area:

Delaware, Fairfield, Franklin, Licking, Madison, Pickaway, Union Counties

Rank in U.S. based on supermarket sales 1983: 33

	U.S.	SMA Total	Central City Columbus
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 6,504	\$ 3,398
Food Store Sales (millions)	\$ 278,427	\$ 1,397	\$ 595
% of total retail sales	23.5%	21.5%	17.5%
Supermarket Sales (millions)	\$ 261,732	\$ 1,344	\$ --
% of Food Store Sales	94.0%	96.2%	-- %
Total number of Food Stores	171,592	2,036	941
Supermarket Sales per capita	\$ 1,111.27	\$ 1,063.80	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	1,263.4	570.6
Total number of Households (thousands)	85,691.5	479.7	231.9
Population by Age of Household Head			
Under 25 Years	7.4%	10.0%	-- %
25 - 34 Years	22.7%	25.5%	-- %
35 - 44 Years	18.7%	18.9%	-- %
45 - 54 Years	15.1%	15.1%	-- %
55 - 64 Years	15.7%	14.1%	-- %
65 & Over	20.4%	16.3%	-- %
Number of Persons per Household			
% by number of persons per household			
One	24.2%	27.8%	-- %
Two	30.7%	29.3%	-- %
Three	17.4%	17.3%	-- %
Four	15.3%	14.9%	-- %
Five	7.4%	6.9%	-- %
Six & Over	5.0%	3.8%	-- %
Average Household Size	2.75	2.63	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,529,210	\$ 12,695	\$ 5,448
Per Capita EBI	\$ 9,889.00	\$ 10,049	\$ 9,548
Median Household EBI	\$ 23,420.00	\$ 23,527	\$ 20,470
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	17.6%	22.2%
\$10,000 - \$24,999	34.6%	32.9%	26.6%
\$25,000 & Over	46.6%	49.4%	51.2%
Projected EBI % change 1988/1983	+58.6%	63.9%	-- %
Projected average household EBI			
% change 1988/1983	+46.6%	55.6%	-- %

34. INDIANAPOLIS, INDIANA

Market Area Covered: Standard Metropolitan Area		No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:				
Kroger	32	66.0%	(Own) Indianapolis, IN	
Marsh	28	21.0	(Own) Yorktown, IN	
Preston/Safeway	8	20.0	Allied Grocers of Ind., Indianapolis, IN	
A&P	11	9.0	(Own) Indianapolis, IN	
Big E	8	8.0	Jewel Tea, Champaign, IL	
Village Pantry (C)	62	5.0	Marsh, Yorktown, IN	
7-Eleven (C)	6	1.5	Grocers' Supply, Indianapolis, IN	
VOLUNTARY &/OR COOPERATIVE GROUPS:				
IGA	20	5.0%	Wetterau Foods, Bloomington, IN	
LEADING INDEPENDENTS:				
Super Valu	12	2.0%	Food Marketing Corp., Ft. Wayne, IN	
O'Malia's	5	2.0	Grocers' Supply, Indianapolis, IN	
OTHER GROCERY STORES				
	na	27.0%		
TOTAL	192+	100.0%		

(C) Convenience Stores
na - not available

Standard Metropolitan Area:

Boone, Hamilton, Hancock, Hendricks, Johnson, Marion, Morgan, Shelby Counties

Rank in U.S. based on supermarket sales 1983: 34

	U.S.	SMA Total	Central City Indianapolis
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 6,578	\$ 4,788
Food Store Sales (millions)	\$ 278,427	\$ 1,365	\$ 913
% of total retail sales	23.5%	20.8%	19.1%
Supermarket Sales (millions)	\$ 261,752	\$ 1,315	\$ --
% of Food Store Sales	94.0%	96.3%	-- %
Total number of Food Stores	171,592	819	526
Supermarket Sales per capita	\$ 1,111.27	\$ 1,114.03	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	1,180.4	689.6
Total number of Households (thousands)	85,691.5	428.6	260.3
Population by Age of Household Head			
Under 25 Years	7.4%	8.2%	-- %
25 - 34 Years	22.7%	24.2%	-- %
35 - 44 Years	18.7%	19.4%	-- %
45 - 54 Years	15.1%	15.5%	-- %
55 - 64 Years	15.7%	15.1%	-- %
65 & Over	20.4%	17.6%	-- %
Number of Persons per Household			
% by number of persons per household			
One	24.2%	23.4%	-- %
Two	30.7%	30.5%	-- %
Three	17.4%	17.9%	-- %
Four	15.3%	16.1%	-- %
Five	7.4%	7.5%	-- %
Six & Over	5.0%	4.5%	-- %
Average Household Size	2.75	2.75	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,529,210	\$ 11,742	\$ 7,042
Per Capita EBI	\$ 9,889.00	\$ 9,948	\$ 10,212
Median Household EBI	\$ 23,420.00	\$ 24,831	\$ 24,060
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	15.8%	17.2%
\$10,000 - \$24,999	34.6%	34.6%	23.2%
\$25,000 & Over	46.6%	49.6%	59.6%
Projected EBI % change 1988/1983	+58.6%	57.5%	-- %
Projected average household EBI			
% change 1988/1983	+46.6%	52.6%	-- %

35. HARTFORD, CONNECTICUT

Market Area Covered:

Hartford, Middlesex & Tolland Counties

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Stop & Shop	12	72.2%	(Own) North Haven, CT
First National (incl. Edward's & Finast)	19	20.6	(Own) Windsor Locks, CT
Food Marts	13	14.5	Springfield Sugar, Suffield, CT
Mott's Shop Rite	10	10.8	(Own) E. Hartford, CT
Purity Supreme (Heartland)	2	7.5	(Own) North Billerica, MA
A&P	7	4.0	(Own) Springfield, MA
LEADING INDEPENDENTS:			
Stop 'N Save/Warehouse Foods	6	19.1%	Springfield Sugar, Suffield, CT
Geisler's	3	5.5	Springfield Sugar, Suffield, CT
Fitzgerald's	2	2.3	na
Andy's Food Town	2	2.0	na
Frank's	3	1.8	na
Highland Park	2	1.6	Springfield Sugar, Suffield, CT
Big Bunny	2	0.7	na
Mitchell's	1	0.7	na
Sussman's	1	0.7	na
Colonial IGA	3	0.6	Bozutto's, Cheshire, CT
Pegnataro's	1	0.6	Bozutto's, Cheshire, CT
Guido's Supermarket	1	0.6	na
Armata's	2	0.5	Allied Grocers, Windsor, CT
Crown Markets	1	0.5	na
Town Foods	1	0.4	na
Town & Country Markets	2	0.3	na
	1	0.3	na
OTHER GROCERY STORES			
	na	8.7%	
TOTAL	95+	100.0%	

na - not available

Standard Metropolitan Area:
Hartford, Middlesex, Tolland Counties

Rank in U.S. based on supermarket sales 1983: 35

	U.S.	SMA Total	Central City Hartford
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 6,351	\$ 598
Food Store Sales (millions)	\$ 278,427	\$ 1,402	\$ 83
% of total retail sales	23.5%	22.1%	13.9%
Supermarket Sales (millions)	\$ 261,732	\$ 1,311	\$ --
% of Food Store Sales	94.0%	93.5%	-- %
Total number of Food Stores	171,592	619	140
Supermarket Sales per capita	\$ 1,111.27	\$ 1,242.89	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	1,054.8	132.5
Total number of Households (thousands)	85,691.5	382.7	50.9
Population by Age of Household Head			
Under 25 Years	7.4%	5.9%	-- %
25 - 34 Years	22.7%	21.9%	-- %
35 - 44 Years	18.7%	19.3%	-- %
45 - 54 Years	15.1%	16.0%	-- %
55 - 64 Years	15.7%	17.3%	-- %
65 & Over	20.4%	19.5%	-- %
Number of Persons per Household			
% by number of persons per household			
One	24.2%	24.2%	-- %
Two	30.7%	30.6%	-- %
Three	17.4%	17.6%	-- %
Four	15.3%	16.0%	-- %
Five	7.4%	7.6%	-- %
Six & Over	5.0%	4.0%	-- %
Average Household Size	2.75	2.76	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,529,210	\$ 12,805	\$ 1,133
Per Capita EBI	\$ 9,889.00	\$ 12,140	\$ 8,551
Median Household EBI	\$ 23,420.00	\$ 30,421	\$ 17,986
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	11.7%	26.6%
\$10,000 - \$24,999	34.6%	27.3%	28.2%
\$25,000 & Over	46.6%	61.0%	44.7%
Projected EBI % change 1988/1983	+58.6%	59.7%	-- %
Projected average household EBI			
% change 1988/1983	+46.6%	54.0%	-- %

36. BUFFALO, NEW YORK

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Tops Markets	40	91.0% 31.0	Niagara Frontier Services, Buffalo, NY
Super Duper	33	28.0	S.M. Flickinger, Buffalo, NY
Bells	35	27.0	Peter J. Schmitt, Buffalo, NY
Wegman Food Markets	3	5.0	Wegman, Rochester, NY
IGA-Key Foods	5	*	Tripifoods Inc., Buffalo, NY
Holly Farm	12		
Food Valu	4		
Busymart	10		
Federal Meat Markets	21		
Food King	7	*	(Own) Williamsville, NY
Columbia Markets	2	*	Bishop, Buffalo, NY
			Limco Imports, Buffalo, NY
LEADING CONVENIENCE STORE CHAINS:			
Wilson Farms	43	*	Niagara Frontier Services, Buffalo, NY
Convenient Food Marts	34	*	S.M. Flickinger, Buffalo, NY
7-Eleven	24	*	S.M. Flickinger, Buffalo, NY
Corner Store	11	*	S.M. Flickinger, Buffalo, NY
Stop N Go Foods	9	*	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
B-Kwik	13	*	Niagara Frontier Services, Buffalo, NY
Bishop Stores	12	*	(Own) Buffalo, NY
Red & White	4	*	S.M. Flickinger, Buffalo, NY
OTHER GROCERY STORES			
	na	9.0%	
TOTAL	322+	100.0%	

* Included in "Other Grocery Stores"
na - not available

Standard Metropolitan Area:
Erie County

Rank in U.S. based on supermarket sales 1983: 36

	U.S.	SMA Total	Central City Buffalo
RETAIL SALES 1983 TOTAL (millions)	\$1,486,387	\$ 5,078	\$ 1,148
Food Store Sales (millions)	\$ 278,427	\$ 1,448	\$ 513
% of total retail sales	23.5%	28.5%	44.7%
Supermarket Sales (millions)	\$ 261,732	\$ 1,297	\$ --
% of Food Store Sales	94.0%	89.6%	-- %
Total number of Food Stores	171,592	1,337	551
Supermarket Sales per capita	\$ 1,111.27	\$ 1,305.49	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	993.5	341.4
Total number of Households (thousands)	85,691.5	364.0	137.3
Population by Age of Household Head			
Under 25 Years	7.4%	5.7%	-- %
25 - 34 Years	22.7%	20.0%	-- %
35 - 44 Years	18.7%	16.9%	-- %
45 - 54 Years	15.1%	16.4%	-- %
55 - 64 Years	15.7%	18.6%	-- %
65 & Over	20.4%	22.4%	-- %
Number of Persons per Household			
% by number of persons per household			
One	24.2%	25.3%	-- %
Two	30.7%	29.9%	-- %
Three	17.4%	17.1%	-- %
Four	15.3%	14.9%	-- %
Five	7.4%	7.8%	-- %
Six & Over	5.0%	5.0%	-- %
Average Household Size	2.75	2.73	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 9,826	\$ 2,890
Per Capita EBI	\$ 9,889.00	\$ 9,890	\$ 8,465
Median Household EBI	\$ 23,420.00	\$ 24,680	\$ 17,215
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	18.1%	29.6%
\$10,000 - \$24,999	34.6%	32.6%	27.0%
\$25,000 & Over	46.6%	49.3%	43.4%
Projected EBI % change 1988/1983	+58.6%	44.9%	-- %
Projected average household EBI			
% change 1988/1983	+46.6%	45.7%	-- %

37. LOUISVILLE, KENTUCKY-INDIANA

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	Share of Customers*	Principal Supplier
LEADING CHAINS:		64.0%	
Kroger	30	34.0	(Own) Louisville, KY
Winn-Dixie	30	30.0	(Own) Louisville, KY
LEADING CONVENIENCE STORE CHAINS:		1.0%	
Convenience Food Mart	96	1.0	Winkler Wholesale, Dale, IN
Save-A-Step	18	**	na
Majik	12	na	na
VOLUNTARY &/OR COOPERATIVE GROUPS:		9.0%	
Creasey Co.			(Own) Louisville, KY
Gateway	11	5.0	
Key Market	21	4.0	
LEADING INDEPENDENTS:		21.0%	
Buy-Low Foods	3	6.0	W.T. Sistrunk, Lexington, KY
Melton Markets	9	4.0	Malone & Hyde, Nicholasville, KY
Pic Pac	12	4.0	Malone & Hyde, Nicholasville, KY
Valu Supermarkets	4	4.0	Scot Lad, Lima, OH
Warehouse of Groceries	3	3.0	Malone & Hyde, Nicholasville, KY
Rite Shop Foods	2	na	Malone & Hyde, Nicholasville, KY
OTHER GROCERY STORES	na	5.0%	
TOTAL	251*	100.0%	

* Reflects shoppers store preference.

** Less than 1%.

Standard Metropolitan Area:

IN: Clark, Floyd, Harrison Counties

KY: Bullitt, Jefferson, Oldham, Shelby Counties

Rank in U.S. based on supermarket sales 1983: 37

	U.S.	SMA Total	Central City Louisville
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 5,099	\$ 1,592
Food Store Sales (millions)	\$ 278,427	\$ 1,336	\$ 511
% of total retail sales	23.5%	26.2%	32.1%
Supermarket Sales (millions)	\$ 261,752	\$ 1,267	\$ --
% of Food Store Sales	94.0%	94.8%	--
Total number of Food Stores	171,592	855	410
Supermarket Sales per capita	\$ 1,111.27	\$ 1,313.36	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	964.7	287.9
Total number of Households (thousands)	85,691.5	355.8	118.4
Population by Age of Household Head			
Under 25 Years	7.4%	7.2%	--
25 - 34 Years	22.7%	23.9%	--
35 - 44 Years	18.7%	18.8%	--
45 - 54 Years	15.1%	15.6%	--
55 - 64 Years	15.7%	15.7%	--
65 & Over	20.4%	18.9%	--
Number of Persons per Household			
% by number of persons per household			
One	24.2%	24.2%	--
Two	30.7%	29.4%	--
Three	17.4%	18.7%	--
Four	15.3%	16.0%	--
Five	7.4%	7.2%	--
Six & Over	5.0%	4.4%	--
Average Household Size	2.75	2.71	--
INCOME 1985			
Net Effective Buying Income (millions)	\$2,329,210	\$ 9,249	\$ 2,550
Per Capita EBI	\$ 9,889.00	\$ 9,588	\$ 8,857
Median Household EBI	\$ 23,420.00	\$ 23,177	\$ 17,420
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	18.9%	29.1%
\$10,000 - \$24,999	34.6%	35.4%	27.2%
\$25,000 & Over	46.6%	45.7%	43.7%
Projected EBI % change 1988/1983	+58.6%	62.9%	--
Projected average household EBI % change 1988/1983	+46.6%	56.8%	--

38. PORTLAND, OREGON - WASHINGTON

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	Share of Customers*	Principal Supplier
LEADING CHAINS:		63.0%	
Safeway	30	19.0	(Own) Clackamas, OR
Fred Meyer	23	15.0	(Own) Portland, OR
Albertson's	23	12.0	West Coast Grocery, Salem, OR
Prairie Market	14	7.0	(Own) Kent, WA
Kienow's	13	4.0	United Grocers, Milwaukie, OR
Walmart	6	4.0	West Coast Grocery, Salem, OR
Keil's	5	1.0	Fleming Companies, Milwaukie, OR
Tradewell	6	1.0	(Own) Kent, WA
VOLUNTARY &/OR COOPERATIVE GROUPS:		28.0%	
Thriftway	50	27.0	United Grocers, Milwaukie, OR
Sentry Markets	7	1.0	United Grocers, Milwaukie, OR
IGA	9	**	Fleming Companies, Milwaukie, OR
A-G Stores	10	**	United Grocers, Milwaukie, OR
Food Warehouse	4	na	United Grocers, Milwaukie, OR
OTHER GROCERY STORES	na	9.0%	
TOTAL	200+	100.0%	

* Reflects shoppers store preference.

** Less than 1%

na - not available

Standard Metropolitan Area:

WA: Clark County

OR: Clackamas, Multnomah, Washington, Yamhill Counties

Rank in U.S. based on supermarket sales 1983: 38

	U.S.	SMA Total	Central City Portland
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 7,600	\$ 2,564
Food Store Sales (millions)	\$ 278,427	\$ 1,337	\$ 370
% of total retail sales	23.5%	17.6%	14.4%
Supermarket Sales (millions)	\$ 261,732	\$ 1,263	\$ --
% of Food Store Sales	94.0%	94.5%	--
Total number of Food Stores	171,592	1,069	369
Supermarket Sales per capita	\$ 1,111.27	\$ 947.42	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	1,333.1	364.2
Total number of Households (thousands)	85,691.5	521.4	161.0
Population by Age of Household Head			
Under 25 Years	7.4%	8.4%	--
25 - 34 Years	22.7%	26.4%	--
35 - 44 Years	18.7%	19.3%	--
45 - 54 Years	15.1%	13.2%	--
55 - 64 Years	15.7%	13.9%	--
65 & Over	20.4%	18.8%	--
Number of Persons per Household			
% by number of persons per household			
One	24.2%	26.4%	--
Two	30.7%	32.8%	--
Three	17.4%	16.4%	--
Four	15.3%	14.7%	--
Five	7.4%	6.2%	--
Six & Over	5.0%	3.4%	--
Average Household Size	2.75	2.56	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 13,850	\$ 3,736
Per Capita EBI	\$ 9,889.00	\$ 10,531	\$ 10,258
Median Household EBI	\$ 23,420.00	\$ 23,926	\$ 19,663
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	16.8%	23.5%
\$10,000 - \$24,999	34.6%	35.5%	27.3%
\$25,000 & Over	46.6%	47.7%	49.2%
Projected EBI % change 1988/1983	+58.6%	69.4%	--
Projected average household EBI % change 1988/1983	+46.6%	56.6%	--

39. ROCHESTER, NEW YORK

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Wegman's Food Markets	25	89.0%	(Own) Rochester, NY
Tops	9	56.0	Niagara Frontier, Buffalo, NY
Bells	25	15.0	Peter J. Schmitt, Buffalo, NY
Apple's	8	10.0	Peter J. Schmitt, Buffalo, NY
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Big M Supermarkets	14	5.0%	Netti Whlsl. (Div. P&C), Syracuse, NY
Super Duper	13	3.0	S.M. Flickinger Co., Buffalo, NY
OTHER GROCERY STORES	na	2.0	
		6.0%	
TOTAL	94+	100.0%	

na - not available

Standard Metropolitan Area:

Livingston, Monroe, Ontario, Orleans, Wayne Counties

Rank in U.S. based on supermarket sales 1983: 39

	U.S.	SMA Total	Central City Rochester
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 5,277	\$ 1,069
Food Store Sales (millions)	\$ 278,427	\$ 1,291	\$ 186
% of total retail sales	23.5%	24.5%	17.4%
Supermarket Sales (millions)	\$ 261,732	\$ 1,237	\$ --
% of Food Store Sales	94.0%	95.8%	--
Total number of Food Stores	171,592	865	305
Supermarket Sales per capita	\$ 1,111.27	\$ 1,242.09	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	995.9	238.4
Total number of households (thousands)	85,691.5	360.3	96.5
Population by Age of Household Head			
Under 25 Years	7.4%	7.3%	--
25 - 34 Years	22.7%	23.5%	--
35 - 44 Years	18.7%	19.1%	--
45 - 54 Years	15.1%	15.1%	--
55 - 64 Years	15.7%	15.6%	--
65 & Over	19.4%	19.5%	--
Number of Persons per Household			
by number of persons per household			
One	24.2%	24.9%	--
Two	30.7%	29.6%	--
Three	17.4%	17.1%	--
Four	15.3%	16.1%	--
Five	7.4%	7.7%	--
Six & Over	5.0%	4.6%	--
Average Household Size	2.75	2.76	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,529,210	\$ 11,389	\$ 2,372
Per Capita EBI	\$ 9,889.00	\$ 11,436	\$ 9,950
Median Household EBI	\$ 23,420.00	\$ 29,014	\$ 21,246
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	13.2%	23.0%
\$10,000 - \$24,999	34.6%	28.8%	24.1%
\$25,000 & Over	46.6%	58.0%	52.9%
Projected EBI % change 1988/1983	+58.6%	65.7%	--
Projected average household EBI			
% change 1988/1983	+46.6%	55.5%	--

40. ALBANY-SCHENECTADY-TROY, NEW YORK

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		85.0%	
Price Chopper	26	36.0	(Own) Schenectady, NY
Grand Union	27	23.0	(Own) Waterford, NY
Albany Public Mkts. (Weis)	10	8.0	(Own) Albany, NY
Star Markets	10	7.0	(Own) Albany, NY
Trading Post/Food Circus	9	7.0	Bi-Lo, Albany, NY
P&C	5	4.0	(Own) Syracuse, NY
OTHER GROCERY STORES	na	15.0%	
TOTAL	87+	100.0%	

na - not available

Standard Metropolitan Area:

Albany, Greene, Montgomery, Rensselaer, Saratoga, Schenectady Counties

Rank in U.S. based on supermarket sales 1983: 40

	U.S.	SMA Total	Central City Albany
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 4,317	\$ 473
Food Store Sales (millions)	\$ 278,427	\$ 1,179	\$ 130
% of total retail sales	23.5%	27.3%	27.5%
Supermarket Sales (millions)	\$ 261,732	\$ 1,116	\$ --
% of Food Store Sales	94.0%	94.7%	-- %
Total number of Food Stores	171,592	856	135
Supermarket Sales per capita	\$ 1,111.27	\$ 1,294.81	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	861.9	101.8
Total number of Households (thousands)	85,691.5	317.2	41.6
Population by Age of Household Head			
Under 25 Years	7.4%	6.3%	-- %
25 - 34 Years	22.7%	21.4%	-- %
35 - 44 Years	18.7%	17.2%	-- %
45 - 54 Years	15.1%	15.0%	-- %
55 - 64 Years	15.7%	17.0%	-- %
65 & Over	20.4%	23.2%	-- %
Number of Persons per Household			
% by number of persons per household			
One	24.2%	26.2%	-- %
Two	30.7%	30.3%	-- %
Three	17.4%	16.9%	-- %
Four	15.3%	14.7%	-- %
Five	7.4%	7.3%	-- %
Six & Over	5.0%	4.6%	-- %
Average Household Size	2.75	2.72	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,529,210	\$ 8,954	\$ 1,033
Per Capita EBI	\$ 9,889.00	\$ 10,389	\$ 10,147
Median Household EBI	\$ 23,420.00	\$ 25,349	\$ 19,764
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	15.5%	23.0%
\$10,000 - \$24,999	34.6%	33.8%	27.6%
\$25,000 & Over	46.6%	50.8%	49.4%
Projected EBI % change 1988/1983	+58.6%	64.2%	-- %
Projected average household EBI % change 1988/1983	+46.6%	55.3%	-- %

41. MEMPHIS - TENNESSEE, ARKANSAS, MISSISSIPPI

Market Area Covered:
Shelby County

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Kroger	22	43.0%	(Own) Memphis, TN
Giant Foods	5	25.0	Malone & Hyde, Memphis, TN
Pic-Pac Food Stores	10	10.0	Malone & Hyde, Memphis, TN
7 - Eleven (C)	51	6.0	Southland Corp., Tyler, TX
		2.0	
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Big Star Food Stores	22	24.0%	Malone & Hyde, Memphis, TN
Food Rite	5	22.0	Malone & Hyde, Memphis, TN
		2.0	
LEADING INDEPENDENTS:			
Seesel's	7	10.0%	Malone & Hyde, Memphis, TN
		10.0	
OTHER GROCERY STORES			
	na	23.0%	
TOTAL	122+	100.0%	

(C) Convenience Stores
na - not available

Standard Metropolitan Area:
 TN: Shelby, Tipton Counties
 AK: Crittenden County
 MS: DeSoto County

Rank in U.S. based on supermarket sales 1983: 41

	U.S.	SMA Total	Central City Memphis
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 4,645	\$ 3,876
Food Store Sales (millions)	\$ 278,427	\$ 1,142	\$ 919
% of total retail sales	23.5%	24.6%	23.7%
Supermarket Sales (millions)	\$ 261,732	\$ 1,115	\$ --
% of Food Store Sales	94.0%	97.6%	--
Total number of Food Stores	171,592	1,062	719
Supermarket Sales per capita	\$ 1,111.27	\$ 1,211.45	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	920.4	647.1
Total number of Households (thousands)	85,691.5	319.5	234.1
Population by Age of Household Head			
Under 25 Years	7.4%	7.5%	--
25 - 34 Years	22.7%	25.3%	--
35 - 44 Years	18.7%	19.3%	--
45 - 54 Years	15.1%	15.2%	--
55 - 64 Years	15.7%	14.8%	--
65 & Over	20.4%	17.8%	--
Number of Persons per Household			
% by number of persons per household			
One	24.2%	22.1%	--
Two	30.7%	29.0%	--
Three	17.4%	18.8%	--
Four	15.3%	16.0%	--
Five	7.4%	7.4%	--
Six & Over	5.0%	6.6%	--
Average Household Size	2.75	2.88	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,529,210	\$ 8,953	\$ 5,778
Per Capita EBI	\$ 9,889.00	\$ 8,917	\$ 8,929
Median Household EBI	\$ 23,420.00	\$ 21,585	\$ 20,337
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	23.3%	24.9%
\$10,000 - \$24,999	34.6%	33.9%	24.3%
\$25,000 & Over	46.6%	42.8%	50.8%
Projected EBI % change 1988/1983	+58.6%	64.9%	--
Projected average household EBI			
% change 1988/1983	+46.6%	57.1%	--

42. NASHVILLE - DAVIDSON, TENNESSEE

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		66.0%	
Kroger	27	33.0	(Own) Nashville, TN
Winn-Dixie	14	16.0	(Own) Louisville, KY
H.G. Hill	16	12.0	(Own) Nashville, TN
Sunflower Food Store	2	5.0	(Own) Indianola, MS
Farmer's Market Warehouse	1	2.0	Kroger Warehouse, Nashville, TN
7-Eleven (C)	18	*	Charles C. Parks, Gallatin, TN
Hot Stop (C)	16	*	Charles C. Parks, Gallatin, TN
VOLUNTARY &/OR COOPERATIVE GROUPS:		24.0%	
Bi-Rite & Food Town	60	11.0	(Own) Bi-Rite Foods, Nashville, TN
Big Star	50	7.0	Malone & Hyde, Nashville, TN
Cee Bee	32	6.0	C.B. Ragland, Nashville, TN
Best Way	60	*	Malone & Hyde, Nashville, TN
LEADING INDEPENDENTS:		1.0%	
Green Hill Market	1	1.0	C.B. Ragland, Nashville, TN
OTHER GROCERY STORES	na	9.0%	
TOTAL	297+	100.0%	

na - not available

(C) Convenience Stores

* Included in "Other Grocery Stores"

Standard Metropolitan Area:

Davidson, Sumner, Wilson, Cheatham, Dickson, Robertson, Rutherford, Williamson Counties

Rank in U.S. based on supermarket sales 1983: 42

	U.S.	SMA Total	Central City Nashville-Davidson
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 5,043	\$ 3,496
Food Store Sales (millions)	\$ 278,427	\$ 1,122	\$ 673
% of total retail sales	23.5%	22.2%	19.3%
Supermarket Sales (millions)	\$ 261,732	\$ 1,103	\$ 661
% of Food Store Sales	94.0%	98.3%	98.2%
Total number of Food Stores	171,592	992	498
Supermarket Sales per capita	\$ 1,111.27	\$ 1,240.16	\$ 1,381.98
POPULATION 1983 TOTAL (thousands)	235,524.3	889.4	478.3
Total number of Households (thousands)	85,691.5	320.7	183.2
Population by Age of Household Head			
Under 25 Years	7.4%	7.6%	8.3%
25 - 34 Years	22.7%	24.1%	24.9%
35 - 44 Years	18.7%	19.8%	17.7%
45 - 54 Years	15.1%	15.2%	14.9%
55 - 64 Years	15.7%	14.5%	14.9%
65 & Over	20.4%	18.7%	19.3%
Number of Persons per Household			
% by number of persons per household			
One	24.2%	22.3%	27.1%
Two	30.7%	30.9%	31.7%
Three	17.4%	19.3%	18.2%
Four	15.3%	16.4%	13.6%
Five	7.4%	7.0%	5.8%
Six & Over	5.0%	4.1%	3.6%
Average Household Size	2.75	2.77	2.61
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 8,953	\$ 5,162
Per Capita EBI	\$ 9,889.00	\$ 10,067	\$ 10,792
Median Household EBI	\$ 23,420.00	\$ 24,135	\$ 23,852
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	17.7%	17.9%
\$10,000 - \$24,999	34.6%	34.2%	34.6%
\$25,000 & Over	46.6%	48.1%	47.5%
Projected EBI % change 1988/1983	+58.6%	65.4%	67.6%
Projected average household EBI			
% change 1988/1983	+46.6%	51.7%	58.4%

43. OKLAHOMA CITY, OKLAHOMA

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		39.0%	
Safeway	24	20.0	(Own) Oklahoma City, OK
Skagg's Alpha Beta	5	7.0	Waples-Platter Co., Ft. Worth, TX
Humpty Dumpty	12	6.0	(Own) Oklahoma City, OK
Food World	10	6.0	Scrivner, Oklahoma City, OK
7-Eleven (C)	68	na	Oklahoma City, OK
VOLUNTARY &/OR COOPERATIVE GROUPS:			
		18.0%	
IGA	26	15.0	Fleming Co., Oklahoma City, OK
Red Bud/Best Yet	na	3.0	Scrivner, Oklahoma City, OK
LEADING INDEPENDENTS:			
		36.0%	
Grider Foods	4	7.0	Scrivner, Oklahoma City, OK
Pratt's	8	5.0	na
Crest	1	5.0	na
Tinker Field Commissary	1	4.0	na
McCartney's	2	3.0	Fleming Co., Oklahoma City, OK
Brannon's	3	3.0	Fleming Co., Oklahoma City, OK
Buchanan	4	3.0	Fleming Co., Oklahoma City, OK
AMC	1	2.0	na
Kennard's	1	1.0	Scrivner, Oklahoma City, OK
Stone's United	2	1.0	na
Warehouse Market	1	1.0	na
Buerger Bros.	1	1.0	na
OTHER GROCERY STORES			
	na	7.0%	
TOTAL	174+	100.0%	

(C) Convenience Stores
na -not available

Standard Metropolitan Area:

Canadian, Cleveland, Logan, McClain, Oklahoma, Pottawatomie Counties

Rank in U.S. based on supermarket sales 1983: 43

	U.S.	SMA Total	Central City Oklahoma City
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 5,190	\$ 3,027
Food Store Sales (millions)	\$ 278,427	\$ 1,108	\$ 559
% of total retail sales	23.5%	21.3%	18.5%
Supermarket Sales (millions)	\$ 261,732	\$ 1,080	\$ --
% of Food Store Sales	94.0%	97.5%	--
Total number of Food Stores	171,592	663	340
Supermarket Sales per capita	\$ 1,111.27	\$ 1,131.36	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	954.6	429.2
Total number of Households (thousands)	85,691.5	360.6	173.2
Population by Age of Household Head			
Under 25 Years	7.4%	10.2%	--
25 - 34 Years	22.7%	24.7%	--
35 - 44 Years	18.7%	18.9%	--
45 - 54 Years	15.1%	14.6%	--
55 - 64 Years	15.7%	13.8%	--
65 & Over	20.4%	17.9%	--
Number of Persons per Household			
% by number of persons per household			
One	24.2%	25.4%	--
Two	30.7%	32.1%	--
Three	17.4%	17.6%	--
Four	15.3%	15.3%	--
Five	7.4%	6.3%	--
Six & Over	5.0%	3.3%	--
Average Household Size	2.75	2.65	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 10,114	\$ 4,744
Per Capita EBI	\$ 9,889.00	\$ 10,595	\$ 11,053
Median Household EBI	\$ 23,420.00	\$ 24,262	\$ 23,117
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	17.3%	24.9%
\$10,000 - \$24,999	34.6%	34.5%	24.3%
\$25,000 & Over	46.6%	48.4%	50.8%
Projected EBI % change 1988/1983	+58.6%	73.4%	--
Projected average household EBI			
% change 1988/1983	+46.6%	53.2%	--

44. FORT LAUDERDALE - HOLLYWOOD, FLORIDA

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		93.0%	
Winn-Dixie	46	35.0	(Own) Pompano Beach, FL
Publix	34	33.0	(Own) Miami, FL
Albertson's	7	10.0	Super Food Services, Orlando, FL
Pantry Pride	10	6.0	Super Valu, Miami, FL
Pjc-N-Pay/Payless/Buy Rite	7	4.0	Assoc. Grocers, Miami, FL
Grocery Warehouse	2	3.0	Assoc. Grocers, Miami, FL
7-Eleven (C)	89	2.0	Southland Dist., Orlando, FL
Majik Markets (C)	25	*	Cert. Grocers, Jacksonville, FL
Quick Mart	11	*	Southland Dist., Orlando, FL
Li'l General (C)	34	*	McLane Southeast, Athens, GA
The Family Mart	1	*	Super Food Services, Orlando, FL
Cumberland Farms	38	*	(Own) Riviera Beach, FL
Food Spot (C)	11	*	Assoc. Grocers, Miami, FL
Tenneco Food Stores (C)	10	*	Southland Dist., Orlando, FL
Mini Marts (C)	31	*	Southland Dist., Orlando, FL
U-Tote-M (C)	11	*	Assoc. Grocers, Miami, FL
Paks Food Stores	3	*	Assoc. Grocers, Miami, FL
Farm Stores (C)	54	*	Fleming Foods, Lakeland, FL
VOLUNTARY &/OR COOPERATIVE GROUPS:		1.5%	
Associated Grocers	13	1.5	Assoc. Grocers, Miami, FL
LEADING INDEPENDENTS:		0.7%	
Sureway	1	0.3	Malone & Hyde, Miami, FL
Coral Ridge Market	1	0.2	Assoc. Grocers, Miami, FL
Oceanside Market	1	0.2	Assoc. Grocers, Miami, FL
OTHER GROCERY STORES	na	4.8%	
TOTAL	440+	100.0%	

* Included in "Other Grocery Stores"

(C) Convenience Stores

na - not available

Standard Metropolitan Area:
Broward County

Rank in U.S. based on supermarket sales 1983: 44

	U.S.	SMA Total	Central City Ft. Lauderdale
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 7,310	\$ 1,684
Food Store Sales (millions)	\$ 278,427	\$ 1,200	\$ 141
% of total retail sales	23.5%	16.4%	8.4%
Supermarket Sales (millions)	\$ 261,732	\$ 1,064	\$ --
% of Food Store Sales	94.0%	88.7%	-- %
Total number of Food Stores	171,592	1,059	207
Supermarket Sales per capita	\$ 1,111.27	\$ 949.15	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	1,121.0	154.5
Total number of Households (thousands)	85,691.5	463.4	68.9
Population by Age of Household Head			
Under 25 Years	7.4%	4.8%	-- %
25 - 34 Years	22.7%	17.1%	-- %
35 - 44 Years	18.7%	15.2%	-- %
45 - 54 Years	15.1%	12.7%	-- %
55 - 64 Years	15.7%	16.1%	-- %
65 & Over	20.4%	34.1%	-- %
Number of Persons per Household			
% by number of persons per household			
One	24.2%	27.5%	-- %
Two	30.7%	40.1%	-- %
Three	17.4%	13.9%	-- %
Four	15.3%	10.7%	-- %
Five	7.4%	4.8%	-- %
Six & Over	5.0%	2.8%	-- %
Average Household Size	2.75	2.42	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,529,210	\$ 13,188	\$ 1,992
Per Capita EBI	\$ 9,889.00	\$ 11,765	\$ 12,893
Median Household EBI	\$ 23,420.00	\$ 23,815	\$ 21,931
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	15.8%	19.1%
\$10,000 - \$24,999	34.6%	36.8%	26.2%
\$25,000 & Over	46.6%	47.4%	54.7%
Projected EBI % change 1988/1983	+58.6%	27.8%	-- %
Projected average household EBI			
% change 1988/1983	+46.6%	12.9%	-- %

45. SALT LAKE CITY-OGDEN, UTAH

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Smith's Food King	24	58.0%	(Own) Layton, UT
Albertson's	26	21.0	(Own) Salt Lake City, UT
Safeway	31	16.0	(Own) Salt Lake City, UT
Skaggs-Alpha Beta	10	15.0	(Own) Salt Lake City, UT
LEADING CONVENIENCE STORE CHAINS:			
7-Eleven	52	3.0%	McLane-Western, Denver, CO
VOLUNTARY &/OR COOPERATIVE GROUPS:			
AG and Food Town	23	4.0%	Assoc. Food Stores, Salt Lake City, UT
IGA	14	3.0	American Strevell, Salt Lake City, UT
LEADING INDEPENDENTS:			
Harmon's	6	28.5%	Assoc. Food Stores, Salt Lake City, UT
Dan's	6	11.0	
Ream's	9	8.0	
The Store	3	7.0	
Miniature Market	3	1.0	
Circle K (C)	14	1.0	
OTHER GROCERY STORES			
	160	0.5	
TOTAL	581	6.5%	
		100.0%	

(C) Convenience Stores

Market Area Covered:

Davis, Salt Lake, Weber Counties

Rank in U.S. based on supermarket sales 1983: 45

	U.S.	SMA Total	Central City Salt Lake City
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 4,719	\$ 1,238
Food Store Sales (millions)	\$ 278,427	\$ 1,051	\$ 193
% of total retail sales	23.5%	22.3%	15.6%
Supermarket Sales (millions)	\$ 261,732	\$ 994	\$ --
% of Food Store Sales	94.0%	94.6%	--
Total number of Food Stores	171,592	564	190
Supermarket Sales per capita	\$ 1,111.27	\$ 986.01	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	1,008.1	166.9
Total number of Households (thousands)	85,691.5	322.1	70.3
Population by Age of Household Head			
Under 25 Years	7.4%	10.4%	--
25 - 34 Years	22.7%	28.2%	--
35 - 44 Years	18.7%	19.6%	--
45 - 54 Years	15.1%	13.8%	--
55 - 64 Years	15.7%	12.9%	--
65 & Over	20.4%	15.1%	--
Number of Persons per Household			
% by number of persons per household			
One	24.2%	18.7%	--
Two	30.7%	28.0%	--
Three	17.4%	17.1%	--
Four	15.3%	16.3%	--
Five	7.4%	10.0%	--
Six & Over	5.0%	9.9%	--
Average Household Size	2.75	3.13	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 8,648	\$ 1,586
Per Capita EBI	\$ 9,889.00	\$ 8,578	\$ 9,503
Median Household EBI	\$ 23,420.00	\$ 24,502	\$ 18,053
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	14.2%	24.5%
\$10,000 - \$24,999	54.6%	37.1%	30.7%
\$25,000 & Over	46.6%	48.7%	44.8%
Projected EBI % change 1988/1983	+58.6%	78.3%	--
Projected average household EBI			
% change 1988/1983	+46.6%	56.3%	--

46. BIRMINGHAM, ALABAMA

Market Area Covered:
Jefferson County

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		66.0%	
Bruno's Food World and Consumer Warehouse	23	33.0	(Own) Birmingham, AL
Winn-Dixie	23	23.0	(Own) Montgomery, AL
Western	12	10.0	Super Valu, Anniston, AL
VOLUNTARY &/OR COOPERATIVE GROUPS:		14.0%	
Food Center	27	5.0	Assoc. Groc. of Ala., Birmingham, AL
Food Town	5	3.0	Assoc. Groc. of Ala., Birmingham, AL
Dixie Super	3	2.0	Assoc. Groc. of Ala., Birmingham, AL
Food Giant	2	2.0	Assoc. Groc. of Ala., Birmingham, AL
Piggly Wiggly	3	2.0	Piggly Wiggly, Birmingham, AL
LEADING INDEPENDENTS:		13.0%	
Liberty	3	10.0	Warehouse Groceries, Gadsden, AL
Warehouse Groceries	1	3.0	Warehouse Groceries, Gadsden, AL
OTHER INDEPENDENTS:	na	7.0%	
TOTAL	102+	100.0%	

na - not available

Standard Metropolitan Area:

Blount, Jefferson, St. Clair, Shelby, Walker Counties

Rank in U.S. based on supermarket sales 1983: 46

	U.S.	SMA Total	Central City Birmingham
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 4,438	\$ 1,818
Food Store Sales (millions)	\$ 278,427	\$ 991	\$ 295
% of total retail sales	23.5%	22.3%	16.2%
Supermarket Sales (millions)	\$ 261,732	\$ 972	\$ --
% of Food Store Sales	94.0%	98.1%	-- %
Total number of Food Stores	171,592	945	314
Supermarket Sales per capita	\$ 1,111.27	\$ 1,073.44	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	905.5	282.5
Total number of Households (thousands)	85,691.5	335.7	110.8
Population by Age of Household Head			
Under 25 Years	7.4%	6.8%	-- %
25 - 34 Years	22.7%	22.6%	-- %
35 - 44 Years	18.7%	17.8%	-- %
45 - 54 Years	15.1%	15.1%	-- %
55 - 64 Years	15.7%	15.8%	-- %
65 & Over	20.4%	21.9%	-- %
Number of Persons per Household			
% by number of persons per household			
One	24.2%	23.3%	-- %
Two	30.7%	30.3%	-- %
Three	17.4%	19.0%	-- %
Four	15.3%	15.8%	-- %
Five	7.4%	7.0%	-- %
Six & Over	5.0%	4.6%	-- %
Average Household Size	2.75	2.70	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 8,104	\$ 2,270
Per Capita EBI	\$ 9,889.00	\$ 8,950	\$ 8,035
Median Household EBI	\$ 23,420.00	\$ 20,725	\$ 16,677
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	23.6%	30.4%
\$10,000 - \$24,999	34.6%	35.9%	27.7%
\$25,000 & Over	46.6%	40.5%	41.9%
Projected EBI % change 1988/1983	+58.6%	58.7%	-- %
Projected average household EBI			
% change 1988/1983	+46.6%	49.4%	-- %

47. SYRACUSE, NEW YORK

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>69.0%</u>	
P&C Food Markets (Incl. Midstate & Big M Co-ops)	41	28.0	(Own) State Fair & Van Vleck, Syracuse, NY
Wegman's	8	18.0	(Own) Rochester, NY
Price Chopper	8	12.0	Golub Corp., Schenectady, NY
Tops Markets	9	11.0	Niagara Frontier Services, Buffalo, NY
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>12.0%</u>	
Hometown Markets	8	7.0	P&C Foods, Syracuse, NY
IGA	7	5.0	S.M. Flickinger, Liverpool, NY
OTHER GROCERY STORES	na	<u>19.0%</u>	
(Incl. Green Hills and William Groceries)			
TOTAL	81*	100.0%	

na - not available

Standard Metropolitan Area:
Madison, Onondaga, Oswego Counties

Rank in U.S. based on supermarket sales 1983: 47

	U.S.	SMA Total	Central City Syracuse
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 3,559	\$ 832
Food Store Sales (millions)	\$ 278,427	\$ 994	\$ 350
% of total retail sales	23.5%	29.6%	42.1%
Supermarket Sales (millions)	\$ 261,732	\$ 922	\$ ---
% of Food Store Sales	94.0%	92.8%	--
Total number of Food Stores	171,592	630	231
Supermarket Sales per capita	\$ 1,111.27	\$ 1,400.36	\$ ---
POPULATION 1983 TOTAL (thousands)	235,524.3	658.4	169.0
Total number of Households (thousands)	85,691.5	232.8	67.9
Population by Age of Household Head			
Under 25 Years	7.4%	7.8%	--
25 - 34 Years	22.7%	22.5%	--
35 - 44 Years	18.7%	17.9%	--
45 - 54 Years	15.1%	15.5%	--
55 - 64 Years	15.7%	16.5%	--
65 & Over	20.4%	19.8%	--
Number of Persons per Household			
% by number of persons per household			
One	24.2%	24.3%	--
Two	30.7%	29.7%	--
Three	17.4%	17.1%	--
Four	15.3%	15.6%	--
Five	7.4%	8.0%	--
Six & Over	5.0%	5.3%	--
Average Household Size	2.75	2.83	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,529,210	\$ 6,843	\$ 1,597
Per Capita EBI	\$ 9,889.00	\$ 10,394	\$ 9,450
Median Household EBI	\$ 23,420.00	\$ 26,584	\$ 19,405
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	14.7%	24.1%
\$10,000 - \$24,999	34.6%	31.9%	27.3%
\$25,000 & Over	46.6%	53.4%	48.6%
Projected EBI % change 1988/1983	+58.6%	56.3%	--
Projected average household EBI % change 1988/1983	+46.6%	49.2%	--

48. ORLANDO, FLORIDA

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		64.0%	
Winn-Dixie	35	23.0	(Own) Orlando, FL
Publix/Food World	24	21.0	(Own) Lakeland, FL
Food Fair	10	9.0	(Own) Jacksonville, FL
Albertson's	7	7.0	Super Food Services, Orlando, FL
7-Eleven (C)	63	2.0	(Own) Orlando, FL
Fairway	3	1.0	Malone & Hyde, Miami, FL
A&P	3	1.0	Super Food Services, Orlando, FL
VOLUNTARY &/OR COOPERATIVE GROUPS:			
		21.2%	
Certified	130	10.0	(Own) Ocala, FL
Affiliated of Fla.	1	0.2	(Own) Tampa, FL
Various, supplied by Super Food Services	14	11.0	
OTHER GROCERY STORES			
	na	14.8%	
TOTAL	290+	100.0%	

(C) Convenience Stores
na - not available

Standard Metropolitan Area:
Orange, Osceola, Seminole Counties

Rank in U.S. based on supermarket sales 1983: 48

	U.S.	SMA Total	Central City Orlando
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 4,643	\$ 1,395
Food Store Sales (millions)	\$ 278,427	\$ 926	\$ 180
% of total retail sales	23.5%	19.9%	12.9%
Supermarket Sales (millions)	\$ 261,732	\$ 885	\$ --
% of Food Store Sales	94.0%	95.6%	-- %
Total number of Food Stores	171,592	695	155
Supermarket Sales per capita	\$ 1,111.27	\$ 1,100.06	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	804.5	141.1
Total number of Households (thousands)	85,691.5	294.0	53.4
Population by Age of Household Head			
Under 25 Years	7.4%	7.7%	-- %
25 - 34 Years	22.7%	22.0%	-- %
35 - 44 Years	18.7%	18.9%	-- %
45 - 54 Years	15.1%	16.0%	-- %
55 - 64 Years	15.7%	15.9%	-- %
65 & Over	20.4%	19.5%	-- %
Number of Persons per Household			
% by number of persons per household			
One	24.2%	23.0%	-- %
Two	30.7%	33.4%	-- %
Three	17.4%	17.6%	-- %
Four	15.3%	14.7%	-- %
Five	7.4%	6.8%	-- %
Six & Over	5.0%	4.5%	-- %
Average Household Size	2.75	2.74	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,529,210	\$ 7,775	\$ 1,334
Per Capita EBI	\$ 9,889.00	\$ 9,665	\$ 9,454
Median Household EBI	\$ 23,420.00	\$ 22,292	\$ 19,048
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	17.8%	24.1%
\$10,000 - \$24,999	34.6%	38.5%	28.3%
\$25,000 & Over	46.6%	43.7%	47.6%
Projected EBI % change 1988/1983	+58.6%	53.2%	-- %
Projected average household EBI			
% change 1988/1983	+46.6%	29.4%	-- %

49. SPRINGFIELD, MASSACHUSETTS

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		78.5%	
Big Y	17	16.8	Springfield Sugar, Suffield, CT
Stop & Shop	7	15.8	(Own) Boston, MA
Food Mart	8	10.0	Springfield Sugar, Suffield, CT
Mott's Shop Rite	6	9.7	(Own) Wakefern, Elizabeth, NJ
Price Chopper	8	9.0	(Own) Schenectady, NY
Adams Supermarkets	8	8.0	na
First National	2	4.8	(Own) E. Hartford, CT
A&P	7	3.9	(Own) Springfield, MA
Grand Union	2	0.5	(Own) Waterford, NY
Food Basket	7	na	Cross-Co.
Bi-Lo	2	na	Springfield Sugar, Suffield, CT
Edwards	2	na	(Own) E. Hartford, CT
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Super Valu	4	*	na
LEADING INDEPENDENTS:			
Mini Food Baskets (C)	8	*	na
Open Pantry (C)	9	*	na
7-Eleven (C)	8	*	na
OTHER GROCERY STORES	na	21.5%	
TOTAL	105+	100.0%	

* Included in "Other Grocery Stores"
(C) Convenience Stores
na - not available

Market Area Covered:
Hampden and Hampshire Counties

Rank in U.S. based on supermarket sales 1983: 49

	U.S.	SMA Total	Central City Springfield
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 3,445	\$ 1,065
Food Store Sales (millions)	\$ 278,427	\$ 962	\$ 265
% of total retail sales	23.5%	27.9%	24.9%
Supermarket Sales (millions)	\$ 261,732	\$ 880	\$ --
% of Food Store Sales	94.0%	91.5%	--
Total number of Food Stores	171,592	578	170
Supermarket Sales per capita	\$ 1,111.27	\$ 1,513.85	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	581.3	151.3
Total number of Households (thousands)	85,691.5	208.4	56.6
Population by Age of Household Head			
Under-25 Years	7.4%	6.5%	--
25 - 34 Years	22.7%	21.2%	--
35 - 44 Years	18.7%	17.0%	--
45 - 54 Years	15.1%	14.9%	--
55 - 64 Years	15.7%	17.9%	--
65 & Over	20.4%	22.4%	--
Number of Persons per Household			
% by number of persons per household			
One	24.2%	25.2%	--
Two	30.7%	30.2%	--
Three	17.4%	17.5%	--
Four	15.3%	15.2%	--
Five	7.4%	7.4%	--
Six & Over	5.0%	4.5%	--
Average Household Size	2.75	2.79	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,529,210	\$ 5,430	\$ 1,258
Per Capita EBI	\$ 9,889.00	\$ 9,341	\$ 8,315
Median Household EBI	\$ 23,420.00	\$ 23,187	\$ 19,366
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	19.4%	25.7%
\$10,000 - \$24,999	54.6%	34.7%	25.9%
\$25,000 & Over	46.6%	45.9%	48.4%
Projected EBI % change 1988/1983	+58.6%	43.0%	--
Projected average household EBI % change 1988/1983	+46.6%	38.6%	--

50. AKRON, OHIO

Market Area Covered:

Summit, Portage & Medina Counties

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Acme/Click	23	53.0%	Fred W. Albrecht Co., Akron, OH
Fazio's	7	36.0	Heritage Wholesalers, Bedford Heights, OH
Pick-N-Pay	2	3.0	(Own) Cleveland, OH
Heinen's	1	1.0	(Own) Bedford Heights, OH
LEADING CONVENIENCE STORE CHAINS:			
Open Pantry	13	3.0%	American Seaway Foods, Inc., Bedford Heights, OH
Convenient Food Mart	7	1.0	Frank Fortune Grocery, Ashtabula, OH
Quick Shop	4	0.5	American Seaway Foods, Inc., Bedford Heights, OH
Lawson's	600	0.5	Consolidated Foods
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Sparkle	29	36.0%	Betsy Ross Foods, Mogadore, OH
Giant Eagle	7	15.0	(Own) Pittsburgh, PA
IGA	10	7.0	McLain Grocery, Massillon, OH
Food Basket	2	4.0	Heritage Wholesalers, Bedford Heights, OH
Betsy Ross	12	4.0	Betsy Ross Foods, Mogadore, OH
Stop-N-Shop	4	2.0	American Seaway Foods, Inc., Bedford Heights, OH
LEADING INDEPENDENTS:			
Bisson's	3	8.0%	Betsy Ross Foods, Mogadore, OH & American Seaway Foods, Inc., Bedford Heights, OH
West Point Market	1	8.0	Betsy Ross Foods, Mogadore, OH
May Bros	2		Betsy Ross Foods, Mogadore, OH
Hawkins Markets	1		Associated Grocers, Dennison, OH
Buehler's Food Market	2		Scot Lad Foods, Lima, OH
Darrow's Family Food	2		American Seaway Foods, Inc., Bedford Heights, OH
TOTAL	732	100.0%	

Standard Metropolitan Area:
Portage, Summit Counties

Rank in U.S. based on supermarket sales 1983: 50

	U.S.	SMA Total	Central City Akron
RETAIL SALES 1983 TOTAL (millions)	\$1,186,387	\$ 3,239	\$ 1,408
Food Store Sales (millions)	\$ 278,427	\$ 895	\$ 282
% of total retail sales	23.5%	27.6%	20.0%
Supermarket Sales (millions)	\$ 261,732	\$ 858	\$ --
% of Food Store Sales	94.0%	95.9%	--
Total number of Food Stores	171,592	556	215
Supermarket Sales per capita	\$ 1,111.27	\$ 1,318.99	\$ --
POPULATION 1983 TOTAL (thousands)	235,524.3	650.5	228.8
Total number of Households (thousands)	85,691.5	242.3	92.0
Population by Age of Household Head			
Under 25 Years	7.4%	7.5%	-- %
25 - 34 Years	22.7%	22.7%	-- %
35 - 44 Years	18.7%	17.9%	-- %
45 - 54 Years	15.1%	16.0%	-- %
55 - 64 Years	15.7%	16.8%	-- %
65 & Over	20.4%	19.1%	-- %
Number of Persons per Household			
% by number of persons per household			
One	24.2%	25.5%	-- %
Two	30.7%	29.6%	-- %
Three	17.4%	17.8%	-- %
Four	15.3%	15.2%	-- %
Five	7.4%	7.6%	-- %
Six & Over	5.0%	4.3%	-- %
Average Household Size	2.75	2.68	--
INCOME 1983			
Net Effective Buying Income (millions)	\$2,329,210	\$ 6,380	\$ 2,030
Per Capita EBI	\$ 9,889.00	\$ 9,808	\$ 8,872
Median Household EBI	\$ 23,420.00	\$ 24,010	\$ 19,111
Household by EBI Groups			
% Distribution			
Under \$10,000	18.8%	17.7%	25.5%
\$10,000 - \$24,999	34.6%	34.7%	26.7%
\$25,000 & Over	46.6%	47.6%	47.8%
Projected EBI % change 1988/1983	+58.6%	51.2%	-- %
Projected average household EBI % change 1988/1983	+46.6%	47.6%	-- %

**OTHER MARKETS
RETAIL GROCERY STORE
SALES BY TYPE OF
ORGANIZATION
ARRANGED BY
STATE AND CITY
INCLUDING CANADA**

ALABAMA

ANNISTON

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		39.0%	
Winn-Dixie	5	17.0	(Own) Montgomery, AL
Bruno's	2	15.0	(Own) Birmingham, AL
Piggly Wiggly	3	7.0	(Own) Birmingham, AL
VOLUNTARY &/OR COOPERATIVE GROUPS:		33.0%	
Super Valu Stores	10	19.0	(Own) Anniston, AL
IGA	5	11.0	Graves Co., Demopolis, AL
Big Apple	1	3.0	Alterman Foods Inc., Atlanta, GA
LEADING INDEPENDENTS:		3.0%	
Quick Shops (C)	5	1.0	Thomas Wholesalers Inc., Gadsden, AL
Zippy Mart (C)	1	1.0	Hudson-Thompson, Inc., Montgomery, AL
Tom Thumb (C)	2	1.0	Higdon Grocery Co., Quincy, FL
OTHER GROCERY STORES	na	25.0%	
TOTAL	34+	100.0%	

(C) Convenience Stores
na - not available

FLORENCE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Kroger	3	42.0%	(Own) Nashville, TN
Bruno's	1	17.0	(Own) Birmingham, AL
Winn-Dixie	2	10.0	(Own) Montgomery, AL
Com Pac Food Marts (C)	10	7.0	Ragland Bros., Huntsville, AL
A&P	1	3.0	(Own) Atlanta, GA
Piggly Wiggly	1	2.0	(Own) Birmingham, AL
Quick Shops (C)	5	2.0	Ragland Bros., Huntsville, AL
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Shop Rite	15	32.0%	Mitchell Grocery Corp., Albertville, AL
Big Star	6	15.0	Malone & Hyde Inc., Tupelo, MS
Super Valu	1	10.0	(Own) Anniston, AL
Food Center	3	5.0	Malone & Hyde Inc., Goodlettsville, TN
LEADING CONVENIENCE STORE CHAINS:			
Zippy Mart	6	2.0%	Hudson-Thompson Inc., Montgomery, AL
OTHER GROCERY STORES			
	na	2.0%	
TOTAL	54+	100.0%	

(C) Convenience Stores

na - not available

GADSDEN

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		56.0%	
Bruno's	3	30.0	(Own) Birmingham, AL
Warehouse Groceries	2	14.0	Chastain-Roberts Super Valu, Anniston, AL
Alterman's	2	10.0	(Own) Atlanta, GA
Tom Thumb Food Stores (C)	1	2.0	Crestview, FL
Winn-Dixie	1	*	(Own) Montgomery, AL
VOLUNTARY &/OR COOPERATIVE GROUPS:		10.0%	
Associated Grocers of Alabama	2	10.0	Birmingham, AL
LEADING INDEPENDENTS:		7.0%	
Johnson's Giant Food	2	5.0	Malone-Hyde, Tupelo, MS
Wood Bros., Super Saver	1	2.0	Harvey Ragland, Birmingham, AL
Glenco's Foodliner	1	*	Mitchell Grocery, Albertville, AL
Freeman's Food Center	1	*	Assoc. Grocers of Alabama, Birmingham, AL
Burton's Food Store	1	*	Assoc. Grocers of Alabama, Birmingham, AL
OTHER GROCERY STORES	80	27.0%	
TOTAL	97	100.0%	

(C) Convenience Stores

* Included in "Other Grocery Stores"

HUNTSVILLE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Kroger	4	64.0%	(Own) Nashville, TN
Winn-Dixie	7	22.0	(Own) Atlanta, GA
Food World	2	15.0	(Own) Birmingham, AL
Piggly Wiggly	3	12.0	Benson Wholesale, Birmingham, AL
Warehouse Groceries	1	8.0	(Own) Gadsden, AL
Big Brothers	2	5.0	Nashville, TN
Lucky's	3	2.0	Alfred M. Lewis, Phoenix, AZ
Albertson's	2	*	Orlando, FL
LEADING INDEPENDENTS:			
Star Market	1	5.0%	Huntsville, AL
J.C. Brown & Co.	1	5.0	Huntsville, AL
R & W Market	1	1.0	Huntsville, AL
OTHER GROCERY STORES	130	31.0%	
TOTAL	157	100.0%	

MOBILE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Delchamps	24	89.0%	(Own) Mobile, AL
Winn-Dixie	11	55.0	(Own) Montgomery, AL
Food World (Bruno's)	5	14.0	(Own) Birmingham, AL
Greer's	15	14.0	(Own) Mobile, AL
A&P	6	12.0	(Own) New Orleans, LA
United Supermarkets	2	8.0	(Own) Pensacola, FL
Albertson's	1	5.0	(Own) Orlando, FL
National/No Frills	1	2.0	(Own) New Orleans, LA
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	2	1.0%	Graves Co., Demopolis, AL
LEADING INDEPENDENTS:			
(Incl. Convenience Stores)		10.0%	
Long's Supermarket	2	10.0	Lewis Bear, Pensacola, FL
Sun Ray Foods	2		Hudson-Thompson, Montgomery, AL
Foodtown	2		Lewis Bear, Pensacola, FL
B&H Food	2		Lewis Bear, Pensacola, FL
Naman's Supermarket	1		Lewis Bear, Pensacola, FL
TOTAL	76	100.0%	

* Included in "Other Grocery Stores"

MONTGOMERY

Market Area Covered:	No. of	% of	Principal Supplier
ABC City Zone	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		37.0%	
Winn-Dixie	14	20.0	(Own) Montgomery, AL
Food World	4	8.0	(Own) Birmingham, AL
A&P	3	5.0	(Own) Birmingham, AL
Big Apple	2	4.0	Atlanta, GA
VOLUNTARY &/OR COOPERATIVE GROUPS:		32.0%	
Hudson-Thompson Stores (including: Big Bear, Super Foods)	14	22.0	Hudson-Thompson, Montgomery, AL
Albertson's	1	8.0	na
IGA	2	2.0	Demopolis, AL
LEADING CONVENIENCE STORE CHAINS:		4.0%	
Majik Market	14	2.0	Smyrna, GA
Sunshine Jr. Stores	8	1.0	Panama City, FL
Zippy Mart	8	1.0	Jacksonville, FL
OTHER GROCERY STORES	na	27.0%	
TOTAL	70+	100.0%	

TUSCALOOSA

Market Area Covered:	No. of	% of	Principal Supplier
Standard Metropolitan Area	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		74.0%	
Piggly Wiggly	6	21.0	(Own) Memphis, TN
Bruno's	4	14.0	(Own) Birmingham, AL
Kroger	2	13.0	(Own) Memphis, TN
Winn-Dixie	3	11.0	(Own) Montgomery, AL
A&P	1	8.0	(Own) Atlanta, GA
Albertson's	1	7.0	(Own) Orlando, FL
LEADING CONVENIENCE STORE CHAINS:		6.5%	
Zippy Mart	7	2.0	Hudson-Thompson, Montgomery, AL
Austins' Food Store	3	1.0	Stewart King & McKenzie, Selma, AL
Associated Grocers	1	1.0	(Own) Birmingham, AL
Mr. Quick	5	1.0	Lewis Grocer Co., Indianola, MS
Sunshine Jr. Stores	4	1.0	Panama City, FL
Southern Pantry	1	0.5	Stewart King & McKenzie, Selma, AL
OTHER GROCERY STORES:	na	19.5%	
TOTAL	38+	100.0%	

na - not available

ALASKA

ANCHORAGE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		85.0%	
Carr's Food Centers	8	40.0	(Own) J.B. Gottstein, Anchorage, AK
Safeway	6	32.0	(Own) Bellevue, WA
Proctor's	2	8.0	West Coast, Tacoma, WA
D & A	2	5.0	West Coast, Tacoma, WA
LEADING INDEPENDENTS:		7.0%	
Foodland	3	5.0	(Own) J.B. Gottstein, Anchorage, AK
Prairie Market	1	2.0	(Own) J.B. Gottstein, Anchorage, AK
OTHER GROCERY STORES (Incl. Quik Stop and others)	10	8.0%	
TOTAL	32	100.0%	

FAIRBANKS

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		43.0%	
Safeway	2	26.0	(Own) Bellevue, WA
Foodland	1	17.0	(Own) J.B. Gottstein, Anchorage, AK
VOLUNTARY &/OR COOPERATIVE GROUPS:		15.0%	
Southgate Hub	1	8.0	West Coast Groc., Seattle, WA
Northgate Hub	1	7.0	West Coast Groc., Seattle, WA
LEADING INDEPENDENTS:		33.0%	
Market Basket	3	31.0	West Coast Groc., Seattle, WA
McPeaks	1	2.0	na
OTHER GROCERY STORES	16	9.0%	
TOTAL	25	100.0%	

na - not available

ARIZONA

TUCSON

Market Area Covered:	No. of	% of	Principal Supplier
Standard Metropolitan Area	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		80.0%	
Lucky (incl. Gemco)	17	25.0	Alfred M. Lewis, Phoenix, AZ
Safeway	15	15.0	(Own) Phoenix, AZ
Arden Mayfair	8	12.0	(Own) Phoenix, AZ
A.J. Bayless	10	12.0	(Own) Phoenix, AZ
American Stores/Alpha Beta	4	8.0	Assoc. Grocers, Phoenix, AZ
Fry's	6	8.0	Assoc. Grocers, Phoenix, AZ
LEADING CONVENIENCE STORE CHAINS:		10.0%	
Circle K/U-Totem	119	10.0	Alfred M. Lewis, Phoenix, AZ
Lavicio's Deli-Market	8	*	na
7-Eleven	27	*	Assoc. Grocers, Phoenix, AZ
Quick Mart	19	*	Assoc. Grocers, Phoenix, AZ
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Associated	7	*	Assoc. Grocers, Phoenix, AZ
LEADING INDEPENDENTS:			
Del Monte Market	2	*	Assoc. Grocers, Phoenix, AZ
United Market	1	*	na
AFCO Family Market	1	*	na
El Grande	2	*	na
Farmer's Market	1	*	na
Warehouse Foods	2	*	na
OTHER GROCERY STORES	na	10.0%	
TOTAL	249+	100.0%	

na - not available

* Included in "Other Grocery Stores"

ARKANSAS

FAYETTEVILLE

Market Area Covered:	No. of	% of	
ABC City Zone	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		59.5%	
Phillips Food Centers	12	24.0	Bentonville, AR
Harps Food Stores	3	9.5	Springdale, AR
Safeway Stores	3	9.0	(Own) Tulsa, OK
Consumer's Market	1	9.0	(Own) Springfield, MO
Gerbes Super Markets	4	8.0	Springfield, MO
LEADING CONVENIENCE STORE CHAINS:		4.5%	
Greenwood Food Stores	17	3.5	Fayetteville, AR
7-Eleven	6	1.0	Houston, TX
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Griffin Groc., Co.	na	*	Van Buren, AR
Affiliated Food Stores	na	*	Little Rock, AR
LEADING INDEPENDENTS:		23.0%	
Consumer IGA	3	6.0	Fayetteville, AR
Independent IGA	4	6.0	na
IGA Thriftway	2	5.0	Rogers, AR
Watson	3	4.0	Halé Halseff, Tulsa, OK
Warehouse Markets	2	2.0	Springdale, AR
OTHER GROCERY STORES	na	13.0%	
TOTAL	60+	100.0%	

HOT SPRINGS

Market Area Covered:	No. of	% of	
Garland County	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:			
Safeway	3	na	(Own) Little Rock, AR
Kroger	3	na	(Own) Little Rock, AR
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Piggly Wiggly	3	na	Piggly Wiggly Operator's Warehouse, Inc., Shreveport, LA
LEADING INDEPENDENTS:			
Jiffie Mart (C)	2	na	na
Cooley's	1	na	na
Razorback	2	na	na
Sanders Family Foods	1	na	na
Food-4-Less	1	na	na
TOTAL	16		

(C) Convenience Stores

na - not available

* Included in "Other Grocery Stores"

LITTLE ROCK-NORTH LITTLE ROCK

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		95.0%	
Safeway	17	38.0	(Own) Little Rock, AR/Memphis, TN
Kroger	10	28.0	(Own) Little Rock, AR
Skaggs Albertson	3	13.0	Affiliated Foods, Little Rock, AR
Food 4 Less	6	10.0	na
Food City	1	6.0	(Own) Houston, TX
VOLUNTARY &/OR COÖPERATIVE GROUPS:		2.5%	
Rand Wholesale Grocery (IGA, Circle R)	50	2.5	(Own) Little Rock, AR
LEADING INDEPENDENTS:		2.5%	
Misc. (Incl. 7-Eleven, U-Tote-Em & Majik Markets)	80	2.5	na
TOTAL	167	100.0%	

PINE BLUFF

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		70.0%	
Safeway	5	40.0	(Own) Little Rock, AR
Kroger	1	23.0	(Own) North Little Rock, AR
Mad Butcher	4	7.0	(Own) Pine Bluff, AR
VOLUNTARY &/OR COOPERATIVE GROUPS:		11.0%	
Affiliated Food Stores	2	6.0	(Own) Little Rock, AR
Rands	7	5.0	(Own) North Little Rock, AR
OTHER GROCERY STORES	na	19.0%	
TOTAL	19+	100.0%	

na - not available

CALIFORNIA

BAKERSFIELD

Market Area Covered:	No. of	% of	Principal Supplier
ABC City Zone	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		68.0%	
Safeway	5	25.0	(Own) Santa Fe Springs
Vons	5	10.0	(Own) El Monte, CA
Albertson's	2	9.0	(Own) Fullerton, CA
Thriftmart	2	9.0	(Own) Smart and Final, L.A., CA
Gemco (Lucky)	1	6.0	(Own) Buena Park, CA
Alpha Beta	3	5.0	(Own) La Habra, CA
Mayfair	2	4.0	Cert. Groc. of California, L.A., CA
LEADING INDEPENDENTS:		20.0%	
Center Market	2	15.0	Cert. Groc. of California, L.A., CA
Disco Market	2		
11-C Market	2		
Youngs	2		
Foodtown Market	2	5.0	United Grocers, Fresno, CA
Green Frog Market	1		
Cope's Foodfair	1		
OTHER GROCERY STORES	35	12.0%	
TOTAL	67	100.0%	

CHICO

Market Area Covered:	No. of	% of	Principal Supplier
ABC City Zone	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		76.0%	
Safeway	3	76.0	(Own) San Francisco, CA
Lucky	1		(Own) Sacramento, CA
Holiday	2		Market Wholesale, Fresno, CA
Shop N'Save	2		United Grocers, Sacramento, CA
LEADING CONVENIENCE STORE CHAINS:			
7-Eleven	2	*	(Own) San Francisco, CA
Short Shop	2	*	(Own) San Francisco, CA
LEADING INDEPENDENTS		24.0%	
Park Ave. Market	1	24.0	Market Wholesale, Chico, CA
Super Shopper Market	1		
Chico Cannery Sales	1		
Behr's Market	1		
Harvey's Market	1		
Frank's Market	1		
TOTAL	18	100.0%	

* Included in "Leading Independents"
na - not available

FRESNO

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	Principal Supplier
		Grocery	
		Store Sales	
LEADING CHAINS:		63.6%	
Save Mart	11	20.0	Certified, Los Angeles, CA
Safeway	8	11.3	(Own) Sacramento, CA
Foodland	9	9.2	United Grocers, Fresno, CA
Alpha Beta	5	8.6	(Own) Milpitas, CA
Von's	4	7.1	(Own) Los Angeles, CA
Gemco/Lucky	1	4.1	Lucky Stores, Sacramento, CA
Sav-On	2	2.4	Sav-On, CA
Mayfair	1	0.9	Certified, Los Angeles, CA
7-Eleven (C)	27	na	United Grocers, Fresno, CA
Prairie Markets	2	na	Certified, Los Angeles, CA
LEADING INDEPENDENTS		19.0%	
Gongs	2	4.2	United Grocers, Fresno, CA
Merri Mart-(Sanger)	1	3.5	United Grocers, Fresno, CA
Country Boy	1	3.2	Market Wholesale, Fresno, CA
Continental	1	2.9	United Grocers & Mkt. Whsl., Fresno, CA
Christensen's	2	1.5	United Grocers, Fresno, CA
Farmer's Market (Sanger)	1	1.2	Market Wholesale, Fresno, CA
Bad Boy	1	0.9	United Grocers, Fresno, CA
Yaohan	2	0.8	United Grocers, Fresno, CA
Food King	2	0.8	na
Young's	2	na	Certified Grocers & Mkt. Whsl., Fresno, CA
Hestbecks	2	na	Market Wholesales, Fresno, CA
Stan's Market	1	na	United Grocers, Fresno, CA
McLane's	1	na	United Grocers, Fresno, CA
R-N Market	1	na	Market Wholesales, Fresno, CA
Pay Less Market	4	na	United Grocers, Fresno, CA
L & P Market	1	na	United Grocers, Fresno, CA
OTHER GROCERY STORES			
(Mostly small convenience stores)	526	17.4%	
TOTAL	618	100.0%	

(C) Convenience Stores
na - not available

MODESTO

Market Area Covered:	No. of	% of	Market's
Standard Metropolitan Area	Stores		Grocery
(Stanislaus County)			Store Sales
Principal Supplier			
LEADING CHAINS:			
New Deal (includes Jumbo)	9	85.0%	(Own) Mkt. Whsl., Modesto & Certified Grocers, L.A., CA
Save Mart	8	25.0	(Own) Mkt. Whsl., Modesto & Certified Grocers, L.A., CA
Lucky Stores/Gemco	5	16.0	(Own) San Leandro, CA
Raley's	2	8.0	Mkt. Whsl., Modesto, CA
Food 4 Less	1	7.0	na
Alpha Beta	2	4.0	(Own) Milpitas, CA
Angelo's	2	2.0	Mkt. Whsl., Modesto & United Grocers, Sacramento, CA
Safeway	1	na	(Own) Sacramento, CA
Richland	2	na	Mkt. Whsl., Modesto & United Grocers, Sacramento, CA
Quik Stop (C)	5	na	na
7-Eleven (C)	12	na	na
Liberty Markets	2	na	United Grocers, Fresno & Mkt. Whsl., Modesto, CA
Sam's Food City	2	1.0	United Groc., Sacramento, CA
Sav Mor	2	na	Mkt. Whsl., Modesto, CA
O'Briens	1	1.0	na
LEADING INDEPENDENTS:			
Ray's Market	1	na	Market Wholesale, Modesto, CA
Sequoia Market	1	na	
Ted's Country Store	1	na	
OTHER GROCERY STORES			
	na	17.0%	
TOTAL	60+	100.0%	

(C) Convenience Stores

na - not available

* Reflects consumer's store preference.

SALINAS

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		35.0%	
Safeway Stores	2	20.0	(Own) Oakland, CA
Lucky Stores	2	8.0	(Own) San Leandro, CA
Alpha Beta	2	7.0	(Own) La Habra, CA
Nob Hill	2	na	Fleming, Fremont, CA
7-Eleven (C)	3	*	na
Quick Stop Market (C)	3	*	na
LEADING INDEPENDENTS:		16.0%	
Monte Mart	2	10.0	United Grocers, Richmond, CA
Star Market	1	5.0	
Gin's Supermarket	1	1.0	
Fairway Markets	3	na	
OTHER GROCERY STORES	na	49.0%	
TOTAL	21+	100.0%	

(C) Convenience Stores

na - not available

* Included in "Other Grocery Stores"

SAN FRANCISCO PENINSULA

Market Area Covered:	No. of	% of Market's Grocery Store Sales	Principal Supplier
Foster City-Cupertino (Spanning parts of Santa Clara & San Mateo Counties)	Stores		
LEADING CHAINS:		61.0%	
Safeway	17	22.0	(Own) San Francisco, CA
Lucky	7	16.0	(Own) San Francisco, CA
Alpha Beta Markets	9	13.0	na
Brentwood Markets	3	7.0	na
Food Fair	2	3.0	na
Gemco	3	na	(Own) San Francisco, CA
VOLUNTARY &/OR COOPERATIVE GROUPS:		8.0%	
Co-op Markets	4	8.0	Assoc. Co-ops, Richmond, CA
Community Store	1	na	na
LEADING INDEPENDENTS:		31.0%	
Petrini's	2	7.0	na
Nob Hill	1	4.0	na
P.W. Super	1	3.0	na
Key Markets	3	3.0	na
Manor Market	2	3.0	na
QFI	1	3.0	na
Bell	1	3.0	na
Draeger's Market	1	3.0	United Groc., Richmond, CA
Niven's International Mkt.	1	1.0	na
Los Altos Midtown Market	1	na	na
Midtown Market	1	na	Assoc. Food Stores, Union City, CA
Franco's Market	1	na	na
OTHER GROCERY STORES	60	na	
TOTAL	122	100.0%	

na - not available

SAN MATEO

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	Principal Supplier
		Grocery	
		Store Sales	
LEADING CHAINS:		68.0%	
Safeway	15	30.0	(Own) Fremont, CA
Lucky	9	16.0	(Own) San Leandro, CA
Cala/QFI	8	10.0	United Grocer, Richmond, CA
Alpha Beta	3	5.0	(Own) Milpitas, CA
Brentwood Markets	6	5.0	Fleming
Albertson's	1	2.0	(Own) Dublin, CA
VOLUNTARY &/OR COOPERATIVE GROUPS:		1.0%	
Consumers Coop. of Palo Alto		1.0	Palo Alto, CA
LEADING INDEPENDENTS:		21.0%	
Petrinis	4	7.0	na
Draegers	1	1.0	na
Bell Markets	2	2.0	na
Marsh Manor	2	2.0	na
Westlake Food Center	1	2.0	na
Pepper Tree	1	1.0	na
Stanaway	2	1.0	na
Key Markets	3	2.0	na
Food Villa	1	1.0	na
Trag's Market	1	1.0	na
Laurelwood	1	1.0	na
OTHER GROCERY STORES	300	10.0%	
TOTAL	362	100.0%	

na - not available

SANTA BARBARA

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		65.0%	
Safeway	7	17.0	(Own) Downey, CA
Smith's Food King	7	12.0	Certified Grocers, L.A., CA
Lucky	6	12.0	(Own) Buena Park, CA
Vons	3	9.0	(Own) El Monte, CA
Williams Bros.	6	7.0	Certified Grocers, L.A., CA
Albertson's	1	4.0	(Own) Brea, CA
Alpha Beta	1	2.0	(Own) La Habra, CA
Santa Cruz	2	1.0	Certified Grocers, L.A., CA
Jurgensen's	1	1.0	Certified Grocers, L.A., CA
LEADING CONVENIENCE STORE CHAINS:		0.5%	
7-Eleven	15	na	A.M. Lewis, Northridge, CA
Circle K	3	0.5	A.M. Lewis, Northridge, CA
LEADING INDEPENDENTS:		12.0%	
Nielsen's	2	12.0	Certified Grocers, L.A., CA
Aiello's	1		
Chapala	1		
Foodland	1		
Montecito Village Grocery	1		
OTHER GROCERY STORES	204	22.5%	
TOTAL	262	100.0%	

na - not available

SANTA CRUZ

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		66.0%	
Safeway	6	34.0	(Own) Fremont, CA
Albertson's	3	13.0	(Own) San Leandro, CA
Alpha Beta	2	7.0	(Own) Milpitas, CA
Lucky	2	6.0	(Own) Fremont, CA
Nob Hill	2	6.0	(Own) Gilroy, CA
VOLUNTARY &/OR COOPERATIVE GROUPS:		8.0%	
Big T Supermarkets	4	3.0	United Grocers, Richmond, CA
Speedee/7-Eleven (C)	10	3.0	San Francisco, CA
Lucky 7 (C)	1	1.0	San Francisco, CA
Quick Stop (C)	6	1.0	United Grocers, Richmond, CA
LEADING INDEPENDENTS:		17.0%	
Shoppers Corner	1	5.0	Mutual, Richmond, CA
De Luxe Foods	1	4.0	Kockos Bros., San Francisco, CA
MacDonald's	1	3.0	Mutual, Richmond, CA
Opal Cliffs	1	2.0	United Grocers, Richmond, CA
Zanotto's	1	2.0	United Grocers, Richmond, CA
Vista Foods	1	1.0	Kockos Bros., San Francisco, CA
OTHER GROCERY STORES	51	9.0%	
TOTAL	93	100.0%	

(C) Convenience Stores

STOCKTON

Market Area Covered:	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
Standard Metropolitan Area			
LEADING CHAINS:			
Don Quick	4	na	(Own) Stockton, CA
Frys	4	na	(Own) El Sabrante, CA
Progressive Grocers	5	na	United Grocers, Sacramento, CA
Centro Mart	5	na	Market Whlsl., Modesto, CA
Safeway	4	na	(Own) Sacramento, CA
Segarinis	4	na	United Grocers Ltd., (Bert McDonnell Div.)
Quick Stop (C)	4	na	United Grocers, Sacramento, CA
Food Bank	3	na	na
Save-Mart	3	na	United Grocers, Ltd. (Bert McDonnell Div.)
Lucky Stores	2	na	na
Giant	1	na	Market Whlsl., Modesto, CA
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Market Wholesale	14	na	(Own) Stockton, CA
LEADING INDEPENDENTS:			
Big Value Market	1	na	United Grocers, Sacramento, CA
Quality Grocers	10	na	United Grocers, Sacramento, CA
Big T Supermarkets	3	na	na
OTHER GROCERY STORES	9	na	
TOTAL	76		

(C) Convenience Stores
na - not available

VALLEJO

Market Area Covered:		% of	
Standard Metropolitan Area	No. of	Market's	
	Stores	Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		71.0%	
Safeway	11	20.0	(Own) Fremont, CA
Lucky	4	18.0	(Own) San Leandro, CA
Albertson's	3	14.0	(Own) Dublin, CA
Farmers	5	14.0	(Own) San Francisco, CA
Fry's Food Stores	1	3.0	na
Raley's	1	*	na
LEADING INDEPENDENTS:		8.0%	
Vallergas	4	5.0	na
Food Fair	2	3.0	na
PX @ Mare Island & Travis AFB	2	*	na
OTHER GROCERY STORES	na	21.0%	
TOTAL	33+	100.0%	

COLORADO

COLORADO SPRINGS

Market Area Covered:		% of	
Standard Metropolitan Area	No. of	Market's	
	Stores	Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		76.0%	
King Soopers	7	36.0	(Own) Denver, CO
Safeway	8	33.0	(Own) Denver, CO
Albertsons	5	7.0	Western Grocers, Denver, CO
LEADING CONVENIENCE STORE CHAINS:		7.0%	
7-Eleven	50	5.0	Southland Dairy, Dallas, TX
Kwik Way Stores	18	2.0	Assoc. Grocers, Denver, CO
LEADING INDEPENDENTS:		6.0%	
Simms Super	1	2.0	Assoc. Grocers, Denver, CO
Babe's Market	3	2.0	
Circle Super	1	2.0	
Black Forest Stores	1	2.0	
City Supers	1		
OTHER GROCERY STORES	na	11.0%	
TOTAL	95+	100.0%	

* Included in "Other Grocery Stores!"
na - not available

DURANGO

Market Area Covered:	No. of	% of	Principal Supplier
ABC City & Retail Trading Zone	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		78.0%	
Safeway	2	46.0	(Own) Denver, CO
City Market	3	32.0	Dillon Co., Grand Junction, CO
VOLUNTARY &/OR COOPERATIVE GROUPS:		19.0%	
Associated Grocers (Shur Valu)	2	19.0	(Own) Pueblo, CO
OTHER GROCERY STORES	5	3.0%	
TOTAL	13	100.0%	

FORT COLLINS

Market Area Covered:	No. of	% of	Principal Supplier
Standard Metropolitan Area	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		48.0%	
King Soopers	5	26.0	(Own) Denver, CO
Safeway	4	22.0	Denver Assoc. Grocers, Denver, CO
Albertson's	1	na	(Own) Denver, CO
LEADING INDEPENDENTS:		16.0%	
Steele's Cash Market	2	16.0	Assoc. Groc. of Colo., Denver, CO
OTHER GROCERY STORES	na	36.0%	
TOTAL	10+	100.0%	

na - not available

PUEBLO

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
King Soopers Discount	2	na	(Own) Denver, CO
Safeway Stores	4	na	(Own) Denver, CO
Kwik Way (C)	19	na	Assoc. Groc., Denver, CO
7-Eleven (C)	13	na	na
Loaf N Jug (C)	15	na	na
Super Foods	4	na	Assoc. Groc., Denver, CO
Shoppin' Bag	1	na	Assoc. Groc., Denver, CO
Country Market	1	na	Western Groc., Denver, CO
LEADING INDEPENDENTS:			
So-Lo Discount	1	na	Assoc. Groc., Denver, CO
Blende Super	1	na	Assoc. Groc., Denver, CO
Chet's Super	2	na	Assoc. Groc., Denver, CO
OTHER GROCERY STORES	30	na	
TOTAL	93	na	

(C) Convenience Stores
na - not available

CONNECTICUT

MERIDEN

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Food Mart	3	na	Sweet Life Foods, Suffield, CT
Stop & Shop	3	na	(Own) North Haven, CT
First National	2	na	(Own) Windsor Locks, CT
Edwards Food Warehouse	1	na	(Own) Burlington, MA
LEADING CONVENIENCE STORE CHAINS:			
Cumberland Farms	13	na	(Own) Canton, MA
Food Bag	3	na	(Own) Kensington, CT
Dairy Mart	4	na	(Own) Enfield, CT
Dairy Farms	1	na	na
Wa Wa Foods	1	na	(Own) Wawa, PA
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Shop Rite	2	na	(Own) Wakefern Food Corp., Elizabeth, NJ
LEADING INDEPENDENTS:			
Guidos Super	2	na	Assoç. Grocers
Barker's Market	1	na	Sweet Life Foods, Suffield, CT
Everybody's Market	4	na	Waterbury, CT
East Side Market	1	na	na
Suburban Super	1	na	na
Caplan's	1	na	na
Town & Country	1	na	na
Family Food Warehouse	1	na	na
Hilltop Market	1	na	na
TOTAL	46		

na - not available

NEW BRITAIN

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Sussman's	3	na	Bozzuto's, Cheshire, CT
Stop & Shop	1	na	(Own) North Haven, CT
Finast/Edwards	2	na	na
Food Mart	2	na	Sweet Life Foods, Suffield, CT
Stop 'N Save	2	na	Sweet Life Foods, Suffield, CT
LEADING CONVENIENCE STORE CHAINS:			
Cumberland Farms	11	na	New England Grocer Supply Co., Northboro, MA
7-Eleven	2	na	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Bozzuto's	7	na	Cheshire, CT
LEADING INDEPENDENTS:			
Shop Rite	1	na	E. Hartford, CT
Guido's	1	na	na
Food Bag	2	na	na
TOTAL	34		

na - not available

NEW HAVEN

Market Area Covered: County of New Haven	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		70.5%	
Stop & Shop	15	27.0	(Own) Boston, MA
First National	7	9.0	(Own) Windsor Locks, CT
Pathmark	4	9.0	(Own) Woodbridge, NJ
Stop & Save	2	7.0	Sweet Life, Suffield, CT
Food Mart	5	6.0	Sweet Life, Suffield, CT
Mott's Shop-Rite	3	5.0	(Own) Wakefern Food Corp., Elizabeth, NJ
Pegnataros	5	4.0	Springfield Sugar, Suffield, CT
Grand Union	1	1.0	(Own) Elmwood Park, NJ
A&P	2	1.0	(Own) Springfield, CT
Foodarama	1	1.0	(Own) Wakefern Food Corp., Elizabeth, NJ
Gristede Brothers	1	0.5	(Own) Bronx, NY
LEADING CONVENIENCE STORE CHAINS:		2.5%	
Cumberland Farms	53	1.5	Roger Williams, Providence, RI
Dairy Mart	20	na	na
Wa Wa Food Stores	14	0.5	Thrift-Way, Penn., Providence, RI
7-Eleven	7	0.5	Roger Williams, Providence, RI
VOLUNTARY &/OR COOPERATIVE GROUPS:		7.0%	
Allied Grocers	25	7.0	(Own) Windsor, CT
LEADING INDEPENDENTS:		10.0%	
Everybody's Market	5	5.0	Sweetlife, Windsor Locks, CT
Klarides	2	3.0	Bozzuto's, Cheshire, CT
Central Supermarket	2	1.0	Springfield Sugar, Suffield, CT
Walsh's IGA	2	0.5	Bozzuto's, Cheshire, CT
Crown Market	1	0.5	Springfield Sugar, Suffield, CT
OTHER GROCERY STORES	na	10.0%	
TOTAL	177+	100.0%	

na - not available

NORWALK

Market Area Covered:	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
Standard Metropolitan Area			
LEADING CHAINS:			
Grand Union	2	na	(Own) Mount Kisco, NY
Stop & Shop	2	na	(Own) North Haven, CT
Pathmark	1	na	(Own) Woodbridge, NJ
Waldbaums	2	na	(Own) Central Islip, NY
Food Emporium	2	na	(Own) Bronx, NY
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	1	na	Bozzuto's, Cheshire, CT
LEADING INDEPENDENTS:			
Market Basket	1	na	Associated Foods, CT
Manos Market	1	na	na
Rowayton Market	1	na	Bozzuto's Cheshire, CT
Gregory's	1	na	na
Atlantic Meat	1	na	Sisk & Robotti, Stamford, CT
Vista Market	1	na	na
Village Market	1	na	na
Berlin Bros.	1	na	na
Tokeneke Market	1	na	na
C-Town	1	na	na
Smith Ridge Market	1	na	na
Palmer's Market	2	na	na
Stew Leonard	1	na	na
TOTAL	24		

na - not available

WATERBURY

Market Area Covered:	No. of	% of	Principal Supplier
ABC City & Retail Trading Zone	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		58.0%	
Stop & Shop	7	20.0	(Own) North Haven, CT
Stop & Save (Warehouse Foods)	5	7.0	Sweetlife, Windsor Locks, CT
First National	7	6.0	(Own) Windsor Locks, CT
Everybody's	4	6.0	Sweetlife, Windsor Locks, CT
Shop-Rite	4	6.0	Wakefern, Bronx, NY
A&P	4	5.0	(Own) Springfield, MA
Pathmark	1	4.0	(Own) New Jersey
Grand Union	4	2.0	(Own) Mt. Kisco, NY
Shopwell	2	1.5	(Own) Bronx, NY
Gristede	1	0.5	(Own) Bronx, NY
VOLUNTARY &/OR COOPERATIVE GROUPS:		14.0%	
A.G.	45	8.0	Allied Grocers, Windsor Locks, CT
IGA	6	6.0	Bozzuto, Cheshire, CT
LEADING INDEPENDENTS:		19.5%	
Olivers	11	19.5	AG, Windsor Locks, CT
Anfonso's			Bozzuto's, Cheshire, CT
Waterbury Beef Foodland			Sweetlife, Windsor Locks, CT
Country Grocer			na
Four Corners			AG, Windsor Locks, CT
Antonelli's			AG, Windsor Locks, CT
Anthony's			Bozzuto's, Cheshire, CT
Town Plot Supermarket			AG, Windsor Locks, CT
Pik-Kwik			Twin County, Linden, NJ
WAZ's			na
OTHER GROCERY STORES	200+	8.5%	
TOTAL	301+	100.0%	

na - not available

DELAWARE

DOVER

Market Area Covered:	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
ABC Primary Market Area			
LEADING CHAINS:		30.1%	
Acme	3	13.0	(Own) Baltimore, MD
7-Eleven (C)	8	*	na
A&P	2	10.3	(Own) Baltimore, MD
Safeway	1	6.8	(Own) Landover, MD
VOLUNTARY &/OR COOPERATIVE GROUPS:		47.3%	
IGA (B. Green)	1		B. Green & Co., Baltimore, MD
Warehouse Foods (B. Green)	1	24.5	B. Green & Co., Baltimore, MD
AFB Commissary	1	16.0	(Own) Washington, DC
Thriftway	1	6.8	(Own) Oaks, PA
LEADING INDEPENDENTS:			
Marstellar's	8	*	P.A. & S. Small Co., York, PA
Banks Convenience Stores	5	*	Bridgeville Whsl., Bridgeville, NJ
Medd's	2	*	P.A. & S. Small Co., York, PA
OTHER GROCERY STORES	na	22.6%	
TOTAL	33+	100.0%	

* Included in "Other Grocery Stores"
(C) Convenience Stores
na - not available

WILMINGTON

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		69.6%	
Acme/Super Saver	28	29.5	(Own) Philadelphia/Baltimore
Pathmark	4	22.7	Supermarkets General, Woodbridge, NJ
Super Fresh	5	9.7	na
Shop 'N Sav	3	4.0	IGA
Shop 'N Bag	1	2.4	Frankford-Quaker Grocery Co., Phila., PA
Jewel-T	2	1.5	Jewel Companies
A&P	17	*	(Own) Philadelphia/Baltimore
Safeway	4	*	(Own) Landover, MD
LEADING CONVENIENCE STORE CHAINS:			
7-Eleven	43	*	na
Cumberland Farms	14	*	(Own) Canton, MD
Wa Wa	10	*	Thriftway Foods, King of Prussia, PA
Red Robin Stores	3	*	Supermkts. General, Woodbridge, NJ
AM PM Mini Market	4	*	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Shop Rite	2	8.7%	Wakefern Food Corp., Elizabeth, NJ
LEADING INDEPENDENTS			
		13.9%	
Thriftway	6	13.9	(Own) Oaks, PA
Food Rite	1	*	Rite Aid Drugs, Harrisburg, PA
Haldis Meats	3	*	na
Hub	1	*	na
Jake's	1	*	na
Miller's	1	*	na
Jansen's	1	*	na
OTHER GROCERY STORES			
	220	7.8%	na
TOTAL	374	100.0%	

na - not available

* Included in "Other Grocery Stores"

FLORIDA

BRADENTON

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		65.0%	
Winn-Dixie	9	25.0	(Own) Tampa, FL
Publix	6	21.0	(Own) Lakeland, FL
Lucky	3	15.0	(Own) Tampa, FL
Albertson's	2	3.0	Albertson's South Co., Orlando, FL
Family Mart	1	1.0	Family Center, Tampa, FL
VOLUNTARY &/OR COOPERATIVE GROUPS:		9.0%	
Affiliated of Florida	6	7.0	Affiliated of Florida, Tampa, FL
Foodway	4	2.0	Affiliated of Florida, Tampa, FL
LEADING CONVENIENCE STORE CHAINS		10.0%	
Shop N Go	20	5.0	Certified Grocers, Ocala, FL
L'il General	14	3.0	Malone & Hyde, Miami, FL
Majik Markets	5	1.0	Certified Grocers, Ocala, FL
7-Eleven	6	1.0	Southland Corp., Orlando, FL
OTHER GROCERY STORES	na	16.0%	
TOTAL	76+	100.0%	

na - not available

DAYTONA BEACH

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		66.0%	
Publix	9	25.0	(Own) Lakeland, FL
Winn-Dixie	14	24.0	(Own) Orlando, FL
Pantry Pride	4	8.0	(Own) Jacksonville, FL
A&P	3	4.0	Super Food Services, Jacksonville, FL
Piggly Wiggly	2	3.0	Lakeland, FL
Pic N Save	4	2.0	Jacksonville, FL
Goodings (Certified)	1	na	(Own) Tampa, FL
Albertson's	1	na	(Own) Orlando, FL
Super X	6	na	na
LEADING CONVENIENCE STORE CHAINS:			
		10.5%	
7-Eleven	28	4.0	(Own) Southland Corp., Orlando, FL
Handy Way	25	3.0	Ocala, FL
Jiffy	31	1.5	(Own) Miami, FL
Majik	15	1.5	(Own) Jacksonville, FL
L'il General	5	0.5	Ocala, FL
LEADING INDEPENDENTS:			
Thriftway (Certified)	3	na	(Own) Tampa, FL
Metz (Certified)	1	na	(Own) Tampa, FL
Pearson's (Certified)	1	na	(Own) Tampa, FL
TOTAL	153	*	

na - not available

* Does not add to 100% due to the fact that the percent of sales for certain stores was not available.

GAINESVILLE

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		80.0%	
Winn-Dixie	5	40.0	(Own) Jacksonville, FL
Publix	5	30.0	(Own) Lakeland, FL
Albertson's	1	10.0	(Own) Jacksonville, FL
VOLUNTARY &/OR COOPERATIVE GROUPS:		5.0%	
Affiliated of Florida	2	5.0	Tampa, FL
OTHER GROCERY STORES:		15.0%	
Li'l Champ Food Stores (C)	16	3.0	(Own) Jacksonville, FL
Munford (C)	15	2.0	(Own) Jacksonville, FL
Huntley Jiffy Stores (C)	6	2.0	Palotka, FL
Shelton Food Stores	1	1.5	Ocala, FL
7-Eleven (C)	9	1.0	Orlando, FL
M & H Stores (C)	5	0.5	Ocala, FL
Other	na	5.0	
TOTAL	65+	100.0%	

JACKSONVILLE

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		90.0%	
Winn-Dixie	34	25.0	(Own) Jacksonville, FL
Pantry Pride	22	18.0	(Own) Jacksonville, FL
Publix	11	17.0	(Own) Jacksonville, FL
Albertson's	4	6.0	Super Food Services, Orlando, FL
Huntley Jiffy	110	5.0	Certified Grocers, Ocala, FL
Li'l Champ (C)	104	4.0	Certified Grocers, Ocala, FL
Affiliated of Florida	50	2.0	(Own) Tampa, FL
A&P	6	2.0	Higdon Grocery Co., Quincy, FL
Majik Markets (C)	53	2.0	Munford, Atlanta, GA
Daylight	3	2.0	Higdon Grocery Co., Quincy, FL
7-Eleven (C)	30	2.0	Southland Corp., Orlando, FL
Zippy Mart (C)	30	2.0	(Own) Hickory, NC
Foodway Stores	3	2.0	Affiliated of Florida, Tampa, FL
Day-N-Nite	25	1.0	Fleming, Lakeland, FL
Souds	2	*	Certified Grocers, Ocala, FL
LEADING INDEPENDENTS:		7.0%	
Commissaries	3	5.0	na
Pic N'Save	2	2.0	(Own) Jacksonville, FL
OTHER GROCERY STORES	na	3.0%	
TOTAL	492+	100.0%	

(C) Convenience Stores

* Less than one percent

na - not available

PENSACOLA

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		56.5%	
Delchamps	7	13.0	(Own) Mobile, AL
Winn-Dixie	7	12.5	(Own) Montgomery, AL
Food Fair (Pantry Pride)	3	8.0	(Own) Jacksonville, FL
Alberson's	2	7.0	Lewis Bear Co., Pensacola, FL
A&P	3	7.0	(Own) New Orleans, LA
Barnes	11	6.0	Pensacola, FL
Piggly Wiggly	3	3.0	Benson Wholesale, Geneva, AL
LEADING CONVENIENCE STORE CHAINS:		9.0%	
Li'l General	24	2.5	Lewis Bear Co., Pensacola, FL
Jr. Food Stores	17	2.0	na
Sunshine Jr. Stores	22	2.0	Panama City, FL
7-Eleven	14	1.0	Baton Rouge, LA
Plee-Zing	1	na	Pensacola, FL
Han D Pak	8	1.0	Lewis Bear Co., Pensacola, FL
Tom Thumb	1	0.5	Crestview, FL
Pak-A-Sak	20	*	na
Magic Market	18	*	na
LEADING INDEPENDENTS:			
McVay Red & White	2	*	Quincy, FL
Red & White	2	*	(Own) Pensacola, FL
IGA	4	*	na
Warehouse Food Center	1	na	Jackson, MS
United Supermarkets	3	na	Lewis Bear, Pensacola, FL
OTHER GROCERY STORES	na	34.5%	
TOTAL	175+	100.0%	

na - not available

* Included in "Other Grocery Stores"

SARASOTA

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Publix	10	77.0%	(Own) Lakeland, FL
Winn-Dixie	9	30.0	(Own) Tampa, FL
Grand Union	4	20.0	(Own) Hialeah, FL
Kash n'Karry Discount Supermarkets	2	19.0	(Own) Tampa, FL
Jewel T	1	4.0	Orlando, FL
7-Eleven (C)	10	3.0	Orlando, FL
Mr. C's	1	1.0	na
Foodway	1	na	na
Super X	2	na	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Affiliated of Florida	5	4.5%	Tampa, FL
Certified Grocers of Florida	11	3.0	Ocala, FL
LEADING INDEPENDENTS:			
Li'l General (C)	12	4.0%	St. Petersburg, FL
Quick Stop Food Stores	9	2.0	Sarasota, FL
Speedee Shop	6	1.0	Plant City, FL
OTHER GROCERY STORES			
	na	14.5%	
TOTAL	83*	100.0%	

(C) Convenience Stores
na - not available

TALLAHASSEE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Publix	4	82.0%	Publix Warehouse, Lakeland, FL
Winn-Dixie	6	35.0	W/D Warehouse, Jacksonville, FL
Albertson's	2	20.0	Lewis Bear, Pensacola, FL
Pantry Pride	3	15.0	P.P. Warehouse
AGP	2	10.0	Higdon Grocery
Jewel T	1	1.0	na
Magic Markets (C)	19	*	(Own) Jacksonville, FL
Jr. Food Stores (C)	16	*	Panama City, FL
South Georgia Grocery (C)	12	*	Quitman, GA
Sing Stores	6	*	Higdon Grocery
Swanee Swifty	12	*	Higdon Grocery
Hoggly-Woggly	3	*	Lewis Bear, Pensacola, FL
Food 4 Less	1	*	Fleming Foods, Geneva, FL
LEADING INDEPENDENTS:			
Warehouse Foods	3	13.0%	Higdon Grocery
Blountstown Hwy. IGA	1	10.0	Higdon Grocery
RIO	11	3.0	Albany, GA
Gary's IGA	2	*	Higdon Grocery
OTHER GROCERY STORES			
	na	5.0%	
TOTAL	104+	100.0%	

WEST PALM BEACH

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Winn-Dixie	35	91.0%	(Own) Ft. Lauderdale, FL
Publix	24	43.0	(Own) North Miami, FL
Pantry Pride Supermarkets	5	39.0	(Own) Miami, FL
Albertson's	2	6.0	Super Food Services, Orlando, FL
Li'l General (C)	33	3.0	Hill Bros., West Palm Beach, FL
Cumberland Farms (C)	30	*	na
7-Eleven (C)	33	*	(Own) Hialeah, FL
National Convenience Stores (C)	28	*	National Convenience Stores, East Point, GA
OTHER GROCERY STORES			
	na	9.0%	
TOTAL	190+	100.0%	

(C) Convenience Stores

na - not available

* Included in "Other Grocery Stores"

GEORGIA

ALBANY

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		65.0%	
A&P	1	15.0	(Own) Atlanta, GA
Kroger	2	14.0	(Own) Nashville, TN
Harvey's	5	12.0	(Own) Nashville, TN
Winn-Dixie	2	8.0	Winn-Dixie, Jacksonville, FL
Food Fair Stores	1	6.0	(Own) Jacksonville, FL
Munford (C)	13	3.0	(Own) Jacksonville, FL
Kwickie Food Stores (C)	9	3.0	Macon, GA
Sunshine Jr. Stores (C)	2	2.0	Panama City, FL
South Georgia Grocery (C)	4	1.0	Quitman, GA
Zippy Mart (C)	2	1.0	Valdosta, GA
VOLUNTARY &/OR COOPERATIVE GROUPS:		7.0%	
Piggly Wiggly	5	7.0	(Own) Vidalia, GA
LEADING INDEPENDENTS:		5.0%	
RIO	5	5.0	(Own) Albany, GA
OTHER GROCERY STORES	na	23.0%	
TOTAL	51+	100.0%	

(C) Convenience Stores
na - not available

COLUMBUS, GA-ALA.

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		65.6%	
Piggly Wiggly	18	20.0	Southland Groc. Co., Columbus, GA
Winn-Dixie	5	12.0	(Own) Montgomery, AL
A&P	4	11.0	(Own) Atlanta, GA
Colonial Stores	3	8.0	Thomasville, GA
Big Apple Stores	4	7.5	Alterman Foods, Atlanta, GA
Munford (C)	15	3.0	(Own) Atlanta, GA
7-Eleven (C)	8	1.5	(Own) Atlanta, GA
United Super	5	1.0	Southland Groc. Co., Columbus, GA
Sing (C)	8	1.0	Timberlake Groc. Co., Timberlake, GA
U-Bag-It	2	0.5	Southland Groc. Co., Columbus, GA
Zippy Mart	2	0.1	Hudson-Thompson, Inc., Montgomery, AL
VOLUNTARY &/OR COOPERATIVE GROUPS:		10.0%	
Thriftown	9	10.0	Assoc. Groc., College Park, GA
IGA	5		Quincy, FL
Giant Value	2		Assoc. Groc., College Park, GA
Super Foods	3		(Own) Orlando, FL
OTHER GROCERY STORES	na	24.4%	
TOTAL	93+	100.0%	

MACON

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		90.0%	
Piggly Wiggly	15	45.0	(Own) Vidalia, GA
Kroger	3	25.0	(Own) Atlanta, GA
Winn-Dixie	2	10.0	(Own) Atlanta, GA
Big Star & Colonial	1	4.0	(Own) Atlanta, GA
Family Mart	1	4.0	na
Big Apple	2	2.0	(Own) Atlanta, GA
LEADING INDEPENDENTS:		5.0%	
Food Fair	1	3.0	(Own) Macon, GA
J & L Super Markets	3	2.0	Macon, GA
OTHER GROCERY STORES (Including Convenience Stores)	58	5.0%	
TOTAL	86	100.0%	

(C) Convenience Stores
na = not available

ROME

Market Area Covered:
Floyd County

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Red Diamond	2	na	Assoc. Grocers, E. Point, GA
Piggly Wiggly	3	na	(Own) Vidalia, GA
Big Star	1	na	(Own) E. Point, GA
Kroger	2	na	(Own) Atlanta, GA
Walker-Mayes	1	na	Independent Grocers Assoc., Gadsden, AL
Warehouse Grocers	1	na	na
K-Mart Food	1	na	na
LEADING CONVENIENCE STORE-CHAINS:			
E-Z	2	na	Munford Inc., Atlanta, GA
Majik Markets	2	na	Munford Inc., Atlanta, GA
LEADING INDEPENDENTS:			
Lowe's	1	na	J.L. Lester & Sons Inc., Rockmart, GA
Taylors	2	na	J.L. Lester & Sons Inc., Rockmart, GA
Thomas Food Center	2	na	na
K & J's	1	na	J.L. Lester & Sons Inc., Rockmart, GA
Lumpkin	1	na	na
Roy's Little Garden	1	na	na
Millican's Super Value	1	na	na
OTHER GROCERY STORES	85	na	
TOTAL	109		

na - not available

SAVANNAH

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		89.0%	
M & M	6	39.0	Savannah, GA
Piggly Wiggly Carolina	8	21.0	(Own) Charleston, SC
Kroger	2	12.0	(Own) Atlanta, GA
Foodtown	4	11.0	(Own) Savannah, GA
Red & White	4	6.0	Wetterau, Inc., Charleston, SC
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Alexander Groc. Co.	na	na	Wholesaler (Savannah, GA)
LEADING INDEPENDENTS:		2.0%	
David's	1	2.0	Savannah, GA
OTHER GROCERY STORES	35	9.0%	
TOTAL	60	100.0%	

HAWAII

HONOLULU

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		59.8%	
Foodland (including Food Pantry, Food Warehouse and Emjay's)	28	2.4	(Own) Honolulu, HI
Times Super Markets	15	13.8	Certified Corp., Honolulu, HI
Safeway	11	10.9	(Own) Richmond, CA
Star Markets	9	10.5	Certified Corp., Honolulu, HI
Big-Way Super Markets	3	2.2	Certified Corp., Honolulu, HI
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA Stores	5	na	Certified Corp., Honolulu, HI
LEADING INDEPENDENTS:		7.0%	
Armed Forces Commissaries	5	na	na
Daiei/Holiday Mart	4	5.8	(Own) Honolulu, HI
D & P Super Foods	2	1.2	(Own) Honolulu, HI
OTHER GROCERY STORES	159	33.2%	
TOTAL	241	100.0%	

na - not available

IDAHO**BOISE**

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		82.7%	
Albertson's	9	27.9	(Own) Boise, ID
Smith's Food King	6	19.4	(Own) Ogden, UT
Buttrey's	5	14.6	(Own) Billings, MT
Walmart	2	9.0	na
M & W	5	6.8	Assoc. Grocers, Boise, ID
Circle K (C)	17	3.0	na
7-Eleven (C)	9	2.0	na
VOLUNTARY &/OR COOPERATIVE GROUPS:		2.0%	
AG/Thriftway	4	2.0	(Own) A.G. Wholesale, Boise, ID
LEADING INDEPENDENTS:		9.9%	
D'Allessandro's	1	9.9	na
OTHER GROCERY STORES	na	5.4%	
TOTAL	58+	100.0%	

LEWISTON

Market Area Covered: Lewiston/Clarkston City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		42.0%	
Safeway	2	22.0	(Own) Spokane, WA
Albertson's	2	20.0	Roundup, Spokane, WA
LEADING INDEPENDENTS:		28.0%	
Low Priced 3	3	6.0	Roundup, Spokane, WA
Fleenors Thrift	1	6.0	Roundup, Spokane, WA
Family Foods	1	5.0	na
Norden's	1	4.0	URM, Spokane, WA
Clarkston Heights Thrift	1	3.0	URM, Spokane, WA
Solo Foods	1	2.0	Roundup, Spokane, WA
A&B Foods	1	2.0	Roundup, Spokane, WA
OTHER GROCERY STORES	25	30.0%	
TOTAL	38	100.0%	

(C) Convenience Stores
na - not available

MOSCOW

Market Area Covered:	No. of	% of Market's Grocery Store Sales	Principal Supplier
Moscow, Idaho-Pullman, Washington	Stores		
LEADING CHAINS:		56.0%	
Rosauers	3	26.0	(Own) Spokane, WA
Safeway	2	20.0	(Own) Spokane, WA
Tidyman's Warehouse Foods	1	10.0	West Coast Grocery Co., Spokane, WA
VOLUNTARY &/OR COOPERATIVE GROUPS:		33.0%	
Dissmore's IGA	1	14.0	West Coast Grocery Co., Spokane, WA
Empire Foods	2	11.0	West Coast Grocery Co., Spokane, WA
Modernway (Thrift)	1	8.0	West Coast Grocery Co., Spokane, WA
LEADING INDEPENDENTS:		10.0%	
Pullman Warehouse Foods	1	10.0	West Coast Grocery Co., Spokane, WA
LEADING CONVENIENCE STORE CHAINS:		1.0%	
Circle K	2	0.5	na
Sunset Mart	2	0.5	na
TOTAL	15	100.0%	

na - not available

ILLINOIS

BLOOMINGTON

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Kroger	5	na	(Own) St. Louis, MO
Eisner Food Stores	9	na	(Own) Champaign, IL
Eagle Foods	1	na	Eagle Foods, Milan, IL
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	19	na	J.M. Jones, Champaign, IL
United Independent	23	na	(Own) Chris Hoerr & Sons, East Peoria, IL
Cub Foods	1	na	J.M. Jones, Champaign, IL
LEADING INDEPENDENTS:			
Convenient Food Mart (Bloomington)	3	na	na
Eddie's Market (Bloomington)	1	na	Wayco Foods Corp., Elgrove, IL
Convenient Food Mart (Norma)	1	na	na
Mike's Market	1	na	Certified Grocers, Chicago, IL
Diana Foods	1	na	Jewel Foods, Melrose Park, IL
Dave's (Fairbury)	1	na	na
Clapp's (Delight)	1	na	na
Convenient Food Market (Lincoln)	1	na	na
OTHER GROCERY STORES	116	na	
TOTAL	184	na	

na - not available

CHAMPAIGN-URBANA

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		30.0%	
Eisner	3	30.0	(Own) Champaign, IL
Eagle Foods	3	na	(Own) Milan, IL
VOLUNTARY &/OR COOPERATIVE GROUPS:		29.0%	
IGA	5	29.0	J.M. Jones Co., Inc., Champaign, IL
Diana Foods	2	na	na
LEADING INDEPENDENTS:		20.0%	
Colonial Pantry	4	20.0	Southland Corp., Champaign, IL
Convenient Food Mart	2		Southland Corp., Champaign, IL
Richards	1		J.M. Jones, Champaign, IL
7-Eleven	2		Southland Corp., Champaign, IL
Valu Check	2		J.M. Jones, Champaign IL
White Hen Pantry	6		Chris Hoerr & Sons, East Peoria, IL
OTHER GROCERY STORES	7	21.0%	
TOTAL	37	100.0%	

DECATUR

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		79.2%	
Eisner	4	24.4	(Own) Champaign, IL
Eagle	3	24.2	(Own) Milan, IL
Kroger	3	19.8	(Own) St. Louis, MO
Food For Less	1	9.4	Wetterau, St. Louis, MO
Aldi	1	1.4	na
Huck's (C)	6	*	Martin & Bayley, Carmi, IL
White Hen (C)	2	*	Dearborn Wholesalers, Chicago, IL
Cloy'd (includes 1 in Oreana)	2	*	Chris Hoerr & Sons, East Peoria, IL
LEADING INDEPENDENTS:		5.9%	
Colonial IGA	1	3.1	Wetterau, St. Louis, MO
Kennedy's	2	2.8	J.M. Jones, Champaign, IL
Star Markets	2	*	Champaign, IL
OTHER GROCERY STORES	26	14.9%	
TOTAL	53	100.0%	

na - not available

(C) Convenience Stores

* Included in "Other Grocery Stores"

ELGIN

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Jewel	4	57.0%	
Eagle Foods	2	23.0	(Own) Melrose Park, IL
Angelo's Finer Foods	1	18.0	(Own) Milan, IL
7-Eleven (C)	11	8.0	Certified Grocers, Madison, WI
Convenience Food Marts	4	5.0	na
		3.0	Dearborn Whlsl. Grocers, Chicago, IL
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	1	3.0%	
		3.0	M. Loeb & Co., Elk Grove, IL
LEADING INDEPENDENTS:			
Gromer's	1	25.0%	
		17.0	Central Grocers Corp., Franklin Park, IL
Dino's	1	5.0	Central Grocers Corp., Franklin Park, IL
Stop'N Go Foods (C)	2	3.0	Certified Grocers, Madison, WI
OTHER GROCERY STORES			
	12	15.0%	
TOTAL	39	100.0%	

JOLIET

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Jewel Food	5	na	(Own) Melrose Park, IL
Eagle	4	na	(Own) Milan, IL
Dominick	1	na	(Own) Northlake, IL
Aldi	1	na	(Own) Batavia, IL
LEADING INDEPENDENTS:			
Economy	2	na	na
Honiotes	1	na	na
Certified	1	na	na
E-Z Pickins	2	na	na
JV Supermarket	1	na	na
OTHER GROCERY STORES			
	2	na	
TOTAL	20		

(C) Convenience Stores
na - not available

KANKAKEE

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	Principal Supplier
		Grocery	
		Store Sales	
LEADING CHAINS:		88.0%	
Scot Lad Foods	3	28.0	(Own) Lansing, IL
Jewel Food Stores	2	25.0	(Own) Melrose Park, IL
Eagle Foods	2	20.0	(Own) Milan, IL
Kroger	2	15.0	(Own) St. Louis, MO
LEADING CONVENIENCE STORE CHAINS:		7.0%	
Convenient Food Stores	na	7.0	na
VOLUNTARY &/OR COOPERATIVE GROUPS:		5.0%	
Ruffini Super Value	1	1.0	na
Glenns Cardinal Foods	1	1.0	na
Herscher IGA Foodliner	1	1.0	na
Manteno Finer Foods	1	1.0	na
Momence Finer Foods	1	1.0	na
TOTAL	14	100.0%	

PEORIA

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	Principal Supplier
		Grocery	
		Store Sales	
LEADING CHAINS:		57.0%	
Kroger	12	25.0	(Own) St. Louis, MO & Peoria, IL
Eagle (Lucky Stores, Inc.)	5	13.0	(Own) Milan, IL
Thompson Food Basket	8	11.0	Chris Hoerr & Sons, E. Peoria, IL
Convenient Food Marts	19	4.0	(Own) Peoria, IL
Randall's	1	3.0	J.M. Jones, Champaign & Peoria, IL
Lowells Food Stores	3	3.0	(Own) Indianapolis, IN
VOLUNTARY &/OR COOPERATIVE GROUPS:		27.0%	
Red Fox Stores	15	17.0	Chris Hoerr & Sons, E. Peoria, IL
IGA (excluding Ben's)	9	6.0	J.M. Jones, Champaign & Peoria, IL
Cardinal	8	4.0	Wayco Foods Corp., Elk Grove, IL
LEADING INDEPENDENTS:		10.0%	
Ben Schwartz (IGA)	4	7.0	J.M. Jones, Champaign & Peoria, IL
Mr. K's	2	3.0	J.M. Jones, Champaign & Peoria, IL
OTHER GROCERY STORES	na	6.0%	
TOTAL	86+	100.0%	

na - not available

QUINCY

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Kroger	1	na	(Own) St. Louis, MO
Randall Discount	1	na	J.M. Jones, Champaign, IL
Eagle Foods	1	na	(Own) Eagle Foods, Milan, IL
Save U More	1	na	(Own) Hy-Vee, Chariton, IA
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Niemann Foods No. 1	1	na	J.M. Jones, Champaign, IL
Niemann Foods No. 2	1	na	J.M. Jones, Champaign, IL
Niemann Foods No. 6	1	na	J.M. Jones, Champaign, IL
SUPERETTE			
Aldi Foods	1	na	na
OTHER GROCERY STORES			
TOTAL	11		

SPRINGFIELD

Market Area Covered: Sangamon County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Eisner	3	71.0%	(Own) Champaign, IL
National	3	25.0	(Own) Rosemont, IL
Eagle Foods	2	21.0	Rock Island, IL
Aldi Benner	1	3.0	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	6	21.0%	Wetterau Foods, St. Louis, MO
Red Fox	9	18.0	Chris Hoerr & Sons, E. Peoria, IL
LEADING INDEPENDENTS:			
Avenue Foods	1	2.0%	Chris Hoerr & Sons, E. Peoria, IL
Humphreys	1	2.0	Rejoyce Corp., Peoria, IL
OTHER GROCERY STORES			
TOTAL	na	6.0%	
	26+	100.0%	

na - not available

INDIANA

ANDERSON

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		28.0%	
Marsh	3	28.0	(Own) Yorktown, IN
LEADING INDEPENDENTS:		65.5%	
Payless	4	34.5	Scot Lad, Lansing, IL
Eaveys	2	8.0	na
Mathews	1	6.5	(Own) Indianapolis, IN
Harvest Market	3	6.5	McMahon-Lieb Co., Anderson, IN
Super Six	2	3.0	McMahon-Lieb Co., Anderson, IN
Yanceys	2	3.0	McMahon-Lieb Co., Anderson, IN
Aldi Foods	1	2.0	na
OTHER GROCERY STORES	na	8.5%	
TOTAL	18+	100.0%	

EVANSVILLE, IND.-KY.

Market Area Covered: Vanderburg, Warrick, Posey and Gibson Counties, Indiana Henderson County, Kentucky	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
VOLUNTARY &/OR COOPERATIVE GROUPS:		11.3%	
IGA	6	5.7	Wetterau Foods, Bloomington, IN
Key Markets	9	5.6	Creasey Co., Evansville, IN
LEADING INDEPENDENTS:		79.6%	
Great Scot	4	23.3	Scot Lad, Lansing, IL
Wesselman's	9	17.4	Creasey Co., Evansville, IN
Sureway	3	10.9	Malone & Hyde, Sykeston, MO
Schnucks/Walgreens	2	10.5	Schnucks Foods, St. Louis, MO
Spaldings	6	6.0	J. Winkler & Sons, Dale, IN
Royal	2	5.8	J. Winkler & Sons, Dale, IN
Jerry's	4	5.7	na
OTHER GROCERY STORES	116	9.1%	
TOTAL	161	100.0%	

na - not available

FORT WAYNE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		89.0%	
Scotts	9	37.0	Scot Lad, Inc., Lima, OH
Rogers	11	36.0	Food Marketing Corp., Fort Wayne, IN
Kroger	4	16.0	(Own) Fort Wayne, IN
Lynn's	3	*	Food Marketing Corp., Fort Wayne, IN
Super Value	23	*	Food Marketing Corp., Fort Wayne, IN
VOLUNTARY &/OR COOPERATIVE GROUPS:		1.0%	
IGA	13	1.0	Super Foods, Bellefontaine, OH
OTHER GROCERY STORES	na	10.0%	
TOTAL	63+	100.0%	

GARY

Market Area Covered: Corporate City Limits	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		30.0%	
Eagle	2	30.0	(Own) Milan, IL
Jewel	1		(Own) Chicago, IL
VOLUNTARY &/OR COOPERATIVE GROUPS:		60.0%	
Certified:			
Basics Warehouse	3	13.0	Cert. Groc. of Ill., Chicago, IL
Wiseway	4	12.5	
Save More Food Centers	3	9.5	
Tip Top	1	6.5	
Lk. Pk. Foods	1	3.5	
Candiano's	1	2.0	
Value Mart	3	na	
Central:			
Wilco	2	13.0	Central Grocers, Franklin Park, IL
Costas	3		Spartan, Grand Rapids, MI
OTHER GROCERY STORES	na	10.0%	
TOTAL	24+	100.0%	

na - not available

* Included in "Other Grocery Stores"

HAMMOND

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Jewel	5	17.0%	Super Valu, Plainfield, IN (Own) Northlake, IL
Dominick's	2	17.0	
LEADING INDEPENDENTS:			
Strack & Vantil	4	65.0%	Central Grocers, Franklin Park, -IL
		20.0	
Burgers	4	16.0	Scot Lad, Chicago, IL
Parkview	3	9.0	Certified, Chicago, IL
Ultra	1	7.0	Central Grocers, Franklin Park, IL
JM Foods	2	5.0	Certified, Chicago, IL
Sterg's	4	4.0	Certified, Chicago, IL
Wiseway	1	4.0	Certified, Chicago, IL
OTHER GROCERY STORES	na	18.0%	
TOTAL	26+	100.0%	

MUNCIE

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING GROCERY STORES:			
Marsh	4	100.0% 40.0	(Own) Yorktown, IN
Ross	4	34.0	Food Marketing, Ft. Wayne, IN
Wise	2	15.0	White Villa Foods, Dayton, OH
Eaveys	2	8.0	Certified Grocers, Indianapolis, IN
Harvest Market	2	3.0	Allied Grocers, Indianapolis, IN
TOTAL	14	100.0%	

na - not available

SOUTH BEND

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		30.0%	
Kroger	7	30.0	(Own) Grand Rapids, MI
VOLUNTARY &/OR COOPERATIVE GROUPS:		12.0%	
W.W. Wilt	3	7.0	Food Marketing, Ft. Wayne, IN
Cira's	3	5.0	Food Marketing, Ft. Wayne, IN
LEADING INDEPENDENTS:		31.0%	
Martin's	7	25.0	(Own) Mishawka, IN
Prickett's	1	5.0	Scot Lad, Lansing, IL
Gruber's	2	1.0	Centrella, Franklin Park, IL
OTHER GROCERY STORES	na	27.0%	
TOTAL	23+	100.0%	

TERRE HAUTE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		59.0%	
Kroger	4	27.0	(Own) Indianapolis, IN
Great Scot	2	21.0	Super Valu, Plainfield, IN
No Frills	2	11.0	National Tea, Indianapolis, IN
VOLUNTARY &/OR COOPERATIVE GROUPS:		20.0%	
IGA	9	20.0	Wetterau Foods, Bloomington, IL
OTHER GROCERY STORES	na	21.0%	
TOTAL	17+	100.0%	

na - not available

IOWA**CEDAR RAPIDS**

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Hy-Vee Food Stores	7	81.0% 44.0	(Own) Chariton Whsl., Chariton, IA
Eagle Stores	4	22.0	Eagle, Milan, IL
Me Too Super Markets	5	15.0	Nash Finch Co., Cedar Rapids, IA
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Barlows	2	7.0% 7.0	Super Valu, Des Moines, IA
OTHER GROCERY STORES			
TOTAL	48	12.0% 100.0%	

DAVENPORT-ROCK ISLAND-MOLINE-EAST MOLINE

Market Area Covered: Scott County, Iowa & Rock Island County, Ill.	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Eagle Discount Supermarkets	12	89.9% 47.3	Lucky Stores (Midwestern Div.), Milan, IL
Geifman Food Stores	10	14.7	Nash Finch, Cedar Rapids, IA
Jewel Food Stores	3	11.4	(Own) Chicago, IL
County Markets	2	6.5	Super Valu, Des Moines, IA
Aldi Discount Foods	4	4.2	(Own) Chicago, IL
Food For Less	1	3.5	Chris Hoerr, Peoria, IL
Randal Food Stores	2	2.3	Super Valu, Des Moines, IA
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Jack & Jill Stores	4	3.5% 1.3	Nash Finch, Cedar Rapids, IA
Convenient Stores	10	1.2	na
Super Valu Stores	3	1.0	(Own) Des Moines, IA
LEADING INDEPENDENTS:			
7-Eleven (C)	23	5.6% 3.3	na
Royal Blue	6	2.3	Farm House Foods, Davenport, IA
OTHER GROCERY STORES			
TOTAL	98	1.0% 100.0%	

(C) Convenience Stores
na - not available

DES MOINES

Market Area Covered: Polk & Warren Counties	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		82.0%	
Hy-Vee Stores	12	47.0	(Own) Chariton Whsl., Chariton, IA
Dahl's Food Stores	9	34.0	Super Valu, Des Moines, IA
Hinky Dinky	1	1.0	(Own) Omaha, NE
VOLUNTARY &/OR COOPERATIVE GROUPS:		16.0%	
Super Valu	8	9.0	(Own) Des Moines, IA
Food-4-Less	2	4.0	(Own) Laurens, IA
Sav-U-Mor	1	2.0	(Own) Chariton, IA
AG	6	1.0	Assoc. Grocers of Iowa, Des Moines, IA
OTHER GROCERY STORES	21	2.0%	
TOTAL	60	100.0%	

DUBUQUE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		85.0%	
Eagle	4	47.0	(Own) Milan, IL
Randall's	2	20.0	Super Valu, Des Moines, IA
Save-U-More	1	8.0	Hy-Vee, Chariton, IA
Thompson	10	5.0	Assoc. Grocers, Des Moines, IA
Warehouse Market	1	5.0	Nash Finch Co., Cedar Rapids, IA
VOLUNTARY &/OR COOPERATIVE GROUPS:		4.0%	
IGA	1	5.0	Gateway Foods, LaCrosse, WI
Blue Jay	1	1.0	Farm House, Davenport, IA
OTHER GROCERY STORES	na	11.0%	
TOTAL	20+	100.0%	

na - not available

SIOUX CITY

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		85.0%	
Hy-Vee	2	52.0	(Own) Chariton, IA
Sunshine	5	22.0	(Own) Sioux Falls
Fareway Stores	2	12.0	(Own) Boone, IA
Food For Less	1	10.0	(Own) Des Moines, IA
Warehouse Mkt.	1	9.0	Super Valu, Minneapolis, MN
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	2	15.0%	Assoc. Groc. of Iowa, Ankeny, IA
Gateway Foods	1		(Own) LaCrosse, WI
LEADING-INDEPENDENTS:			
Boulevard	1		na
Solomons	1		na
Laurences	1		na
Corner Stores	1		Cohn Wholesale, Sioux City, IA
Economy Market	1		Cohn Wholesale, Sioux City, IA
OTHER GROCERY STORES:			
Rouses	2	na	na
Coopers	1		na
Polaykoff's	1		na
Harold's	1		na
Siouxland Grocers	1		na
OTHER GROCERY STORES	28		
TOTAL	55	100.0%	

na - not available

WATERLOO

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		71.0%	
Hy-Vee	5	35.0	(Own) Chariton, IA
Eagle	4	27.0	(Own) Luck Stores, Milan, IL
Food-4-Less	1	7.0	(Own) Laurens, IA
Aldi	1	2.0	(Own) Burlington, IA
VOLUNTARY &/OR COOPERATIVE GROUPS:			
		18.0%	
Super Valu	5	10.0	(Own) Des Moines, IA
Jack & Jill	5	3.0	Nash Finch, Cedar Rapids, IA
Warehouse Mart	1	3.0	Nash Finch, Cedar Rapids, IA
Stop 'n Shop	2	2.0	Grocery Wholesale, Des Moines, IA
LEADING INDEPENDENTS:			
		5.0%	
S & S Markets	2	3.0	Assoc. Grocers, Ankeny, IA
Adams Store	1	2.0	Assoc. Grocers, Ankeny, IA
OTHER GROCERY STORES			
	55	6.0%	
TOTAL	82	100.0%	

KANSAS

HUTCHINSON

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		85.0%	
Dillon's (incl. 7 convenience stores)	11	55.0	(Own) Hutchinson, KS
Warehouse Market	1	19.0	Nash Finch Co., Hutchinson, KS
Safeway	1	6.0	(Own) Kansas City, KS
Jack & Jill	1	5.0	Nash Finch Co., Hutchinson, KS
VOLUNTARY &/OR COOPERATIVE GROUPS:			
		6.0%	
Risley IGA	1	6.0	Fleming Co., Wichita, KS
LEADING INDEPENDENTS:			
		9.0%	
Pic-Quick, Inc.	8	7.0	na
Stop N' Shop	2	2.0	na
TOTAL	25	100.0%	

na - not available

TOPEKA

Market Area Covered: Corporate City Limits	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		47.0%	
Falley's	7	24.0	Assoc. Grocers, Kansas City, KS
Dillon's	4	12.0	(Own) Hutchinson, KS
Safeway	2	6.0	(Own) Kansas City, MO
Dibbles	3	5.0	Fleming, Topeka, KS
VOLUNTARY &/OR COOPERATIVE GROUPS:		37.0%	
IGA	15	29.0	Fleming, Topeka, KS
Super Saver	7	8.0	Assoc. Grocer, Kansas City, KS
LEADING INDEPENDENTS:		6.0%	
Suttons	2	6.0	Fleming, Topeka, KS
OTHER GROCERY STORES	29	10.0%	
(Grocery Supply, E-Z Shops, Kwik Shops, 7-Eleven Stores)			
TOTAL	69	100.0%	

WICHITA

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		57.0%	
Dillon's	15	37.0	(Own) Hutchinson, KS
Safeway	9	20.0	(Own) Kansas City, MO
Food Barn	3	na	Safeway, Kansas City, MO
VOLUNTARY &/OR COOPERATIVE GROUPS:		17.0%	
IGA	15	15.0	(Own) Fleming, Wichita, KS
AG	4	2.0	(Own) Wichita, KS
LEADING INDEPENDENTS:		26.0%	
Food 4 Less	2	4.0	Assoc. Whls. Grocers, Kansas City, KS
Bleier's	2	3.0	(Own) Fleming, Wichita, KS
Best Yet	3	3.0	Scrivner, Oklahoma City, OK
Food Depot	1	2.0	Assoc. Whls. Grocers, Kansas City, KS
McConnell Commissary	1	2.0	na
Price Chopper	2	2.0	Assoc. Whls. Grocers, Kansas City, KS
Others	na	10.0	Various Suppliers
TOTAL	57+	100.0%	

na - not available

KENTUCKY

ASHLAND

Market Area Covered:	No. of	% of	
ABC City & Retail Trading Zone	Stores	Market's	Principal Supplier
		Grocery	
		Store Sales	
LEADING CHAINS:			
Kroger	2	na	(Own) Charleston, WV
Mussetter's	1	na	Malone & Hyde, Nicholasville, KY
Key Markets	3	na	The Creasey Co. of Huntington, Kenova, WV
Foodland	6	na	Service Whlsl. Groc. Co., Culloden, WV
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	3	na	W.T. Sistrunk & Co., Lexington, KY
LEADING INDEPENDENTS:			
Best Way	1	na	Malone & Hyde, Nicholasville, KY
Cardinal Foods	3	na	Cardinal Foods, Columbus, OH
Border's Market	1	na	na
Miller's Market	1	na	The Land Corp., Russell, KY
Super Quik	2	na	na
Save Marts (C)	4	na	(Own) Russell, KY
Wennings Market (C)	1	na	na
Gateway	3	na	The Creasey Co. of Huntington, Kenova, WV
Pic-Pac	3	na	Malone & Hyde, Nicholasville, KY
OTHER GROCERY STORES	32	na	
TOTAL	66		

(C) Convenience Stores
na - not available

LEXINGTON

Market Area Covered:	No. of	% of	Principal Supplier
Standard Metropolitan Area	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		53.1%	
Kroger	12	30.1	(Own) Louisville, KY
Winn-Dixie	7	11.0	(Own) Louisville, KY
Pic-Pac	2	6.0	Malone & Hyde, Lexington, KY
Convenience Food Markets	26	6.0	Louisville, KY
VOLUNTARY &/OR COOPERATIVE GROUPS:		5.0%	
Kentucky Food Stores	14	5.0	Kentucky Foods, Lexington, KY
LEADING INDEPENDENTS:		24.3%	
Foodtown (incl. MRS Foodtown)	9	13.2	Lexington, KY
Randalls (incl. County Mkt.)	6	11.1	Super Valu, Xenia, OH
OTHER GROCERY STORES:	144	17.6%	
Bestway Stores	2	17.6	Malone & Hyde, Lexington, KY
IGA	5		W.T. Sistrunk & Co., Lexington, KY
Minit Marts	4		(Own) Bowling Green, KY
P.D.Q. Markets	3		na
TOTAL	234	100.0%	

na - not available

OWENSBORO

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		19.0%	
Kroger	3	13.0	(Own) Louisville, KY
Winn-Dixie	1	6.0	(Own) Louisville, KY
VOLUNTARY &/OR COOPERATIVE GROUPS:		20.0%	
IGA	3	10.0	Wetterau Foods, Inc., Greenville, KY
Key Market	3	10.0	Creasey Co., Evansville, IN
LEADING INDEPENDENTS:		46.0%	
Wetzel's	4	26.0	Fed. Whisl., El Dorado, IL
Wyndalls	6	20.0	Malone & Hyde, Nashville, TN
LEADING CONVENIENCE STORE CHAINS:		8.0%	
The Pantry	11	4.0	J.T. Davenport & Son, Sanford, NC
Stop N Go Foods	6	2.0	Sealts Co., Inc., Lima, OH
Convenient Stores	4	2.0	Louisville, KY
OTHER GROCERY STORES	na	7.0%	
TOTAL	41+	100.0%	

LOUISIANA

BATON ROUGE

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		67.0%	
Winn-Dixie	15	20.0	(Own) New Orleans, LA
A&P	11	16.0	(Own) New Orleans, LA
National	9	14.0	(Own) Harahan, LA
Kroger	6	12.0	(Own) Houston, TX
Albertson's	2	5.0	Orlando, FL
VOLUNTARY &/OR COOPERATIVE GROUPS:		25.0%	
Associated Grocers	19	22.0	(Own) Baton Rouge, LA
Affiliated Foods	4	3.0	Broussard, LA
LEADING CONVENIENCE STORE CHAINS:		3.0%	
7-Eleven	54	2.0	Baton Rouge, LA
Cracker Barrel Stores	17	1.0	Baton Rouge, LA
OTHER GROCERY STORES	na	5.0%	
TOTAL	137+	100.0%	

na - not available

SHREVEPORT

Market Area Covered:
ABC City Zone

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		62.0%	
Brookshire Bros.	11	18.0	(Own) Tyler, TX
Best-Yet	6	11.0	(Own) Oklahoma City, OK
Kroger	6	11.0	(Own) Dallas, TX
7-Eleven (C)	48	9.0	Shreveport, LA
Albertson's-Southco	2	7.0	(Own) San Antonio, TX
Safeway	3	6.0	(Own) Dallas, TX
LEADING INDEPENDENTS:	45	10.0%	
OTHER GROCERY STORES	149	28.0%	
TOTAL	270	100.0%	

MAINE

BANGOR

Market Area Covered:
ABC City & Retail Trading Zone

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		52.0%	
Shop N Save Supermarkets	29	52.0	Hannaford Bros., South Portland, ME
VOLUNTARY &/OR COOPERATIVE GROUPS:		40.0%	
IGA Stores	36	20.0	Milliken-Tomlinson Co., S. Portland, ME
Associated Grocers	190	17.0	(Own) South Gardiner, ME
Yankee Grocers	9	2.0	Associated Grocers Co., South Gardiner, ME
Thriftway	7	1.0	Associated Grocers Co., South Gardiner, ME
LEADING INDEPENDENTS:		2.0%	
Giguere's Super Discount	3	2.0	Various Suppliers
OTHER GROCERY STORES	415	6.0%	
TOTAL	689	100.0%	

(C) Convenience Stores

PORTLAND

Market Area Covered: Cumberland County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		39.0%	
George C. Shaw Co.	7	33.0	(Own) Brockton, MA
Purity-Supreme Markets	1	5.0	Purity-Supreme, Billerica, MA
Shop 'n Save	1	1.0	Hannaford Bros., Portland, ME
VOLUNTARY &/OR COOPERATIVE GROUPS:		29.0%	
Hannaford Bros.	10	22.0	(Own) Portland, ME
IGA Stores	5	5.0	(Own) Milliken-Tomlinson Co., (subsidiary of Wetterau, Inc. Portland, ME)
Hi-Lo/Giguere's	2	2.0	na
LEADING INDEPENDENTS:		23.0%	
Martin's	6	16.0	Hannaford Bros., Portland, ME
Cottle's	1	4.0	Hannaford Bros., Portland, ME
Cummings Bros.	18	3.0	Hannaford Bros., Portland, ME
OTHER GROCERY STORES	na	9.0%	
TOTAL	51+	100.0%	

na - not available

MARYLAND

CUMBERLAND

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
AGP	7	na	(Own) Baltimore, MD
Safeway	1	na	(Own) Landover, MD
Acme	2	na	(Own) Philadelphia, PA
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Economy Grocers	59	na	(Own) Cumberland, MD
Independent Grocers	3	na	Reeves Parvin, Huntingdon, PA
LEADING INDEPENDENTS:			
Tommy's Market	1	na	Fox Grocery Co., Belle Vernon, PA
Davis Supermarket	1	na	Charley Bros., Greensburg, PA
Browning's	2	na	Fox Grocery Co., Belle Vernon, PA
Foodland	1	na	Fox Grocery Co., Belle Vernon, PA
LEADING CONVENIENCE STORE CHAINS:			
Sheetz Kwik Shoppers	5	na	Economy Wholesale Grocers, Altoona, PA
High's Dairy Stores	4	na	Cragsey Co., Laurel, MD
7-Eleven	2	na	Wash./Balt. Division, Springfield, VA
OTHER GROCERY STORES	20		
TOTAL	108		

na - not available

HAGERSTOWN

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Martin's	3	na	Giant Food, Carlisle, PA
A&P	2	na	(Own) Baltimore, MD
Safeway	2	na	(Own) Landover, MD
Weis	2	na	(Own) Sunbury, PA
7-Eleven (C)	4	na	M. Loeb Corp., Landover, MD
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Key Markets	4	na	Creasey Co., Hagerstown, MD
Old Orchard Supermarket	1	na	Creasey Co., Hagerstown, MD
Community Supermarket	1	na	Creasey Co., Hagerstown, MD
Long Meadow Supermarket	1	na	Creasey Co., Hagerstown, MD
LEADING INDEPENDENTS:			
Sunnyway Food Stores	1	na	Various
Rocky Ridge Farm Market	1	na	Creasey Co., Hagerstown, MD
Towne & Country Foodland	1	na	Fox Groc. Co., Belle Vernon, PA
Ken's Market	1	na	Creasey Co., Hagerstown, MD
TOTAL	24		

SALISBURY

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Shore Stop (C)	13	na	Salisbury, MD
A&P	2	na	(Own) Baltimore, MD
Acme	1	na	(Own) Philadelphia, PA
Safeway	2	na	(Own) Landover, MD
Warehouse Food Market	1	na	B. Green & Co., Baltimore, MD
Meatland	1	na	Camellia, Norfolk, VA
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	2	na	B. Green & Co., Baltimore, MD
TOTAL	22		

(C) Convenience Stores
na - not available

MASSACHUSETTS

BROCKTON

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		60.0%	
Angelo's/Curtis	30	17.0	(Own) Rockland, MA
Shaws	4	11.0	(Own) East Bridgewater, MA
Stop & Shop	5	10.0	(Own) Boston, MA
Purity Supreme	3	7.0	(Own) North Billerica, MA
Fernandes	4	5.0	New England Grocer Supply, Northborough, MA
Star Markets	2	4.0	(Own) Cambridge, MA
Christy's (C)	18	2.0	Roger Williams Co., Cumberland, RI
A&P	3	2.0	(Own) Springfield, MA
Morse's Food Marts	1	2.0	(Own) Canton, MA
Valve Land	2	*	na
LEADING INDEPENDENTS:		3.0%	
Roxies	1	*	na
Trucchi's	2	*	na
Cumberland Farms (C)	27	3.0	(Own) Canton, MA
OTHER GROCERY STORES	31	37.0%	
TOTAL	133	100.0%	

LOWELL

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
DeMoulas-Market Basket	8	na	(Own) Tewksbury, MA
Purity-Supreme-Heartland	4	na	(Own) Chelmsford, MA
Alexanders	3	na	Buy-Rite, Manchester, NH
LEADING INDEPENDENTS:			
Lowell Provision Co.	1	na	na
Shurfine Market	1	na	Assoc. Grocers
Flynn's Market	1	na	na
Ayotte's	1	na	na
Lil Peach (C)	1	na	na
TOTAL	20		

* Included in "Other Grocery Stores"

(C) Convenience Stores

na - not available

LYNN

Market Area Covered:	No. of	% of	Principal Supplier
Standard Metropolitan Area	Stores	Market's Grocery Store Sales	
LEADING CHAINS:			
Stop & Shop	5	na	(Own) Boston, MA
Star Markets	4	na	(Own) Cambridge, MA
Purity Supreme	3	na	(Own) North Billerica, MA
DeMoulas Super Market	1	na	Danvers
Heartland Warehouse Markets	1	na	Salem, MA; Purity Supreme Inc., Cambridge, MA
LEADING INDEPENDENTS:			
Cumberland Farms (C)	6	na	(Own) Canton, MA
Convenient Food Marts	3	na	Lynn, Peabody, Saugus
Gloria Food Stores	3	na	Lynn, Peabody
Richdale Stores (C)	20	na	West-Lynn Creamery, Lynn, MA
Bovardi's Super Markets	1	na	Lynn
Cerretani's Super Markets	1	na	Revere
Mayflower Markets	1	na	West Lynn Creamery, Lynn, MA
Frank T. Howard Corp.	1	na	Lynn
White Hen Pantry (C)	3	na	Lynn, Marblehead, Swampscott
Ernie's Market	1	na	Lynn
Franklin Super Market	1	na	Lynn
OTHER GROCERY STORES	na		
TOTAL	55+		

(C) Convenience Stores
na - not available

NEW BEDFORD

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Shaw's Supermarkets	5	79.6%	(Own) E. Bridgewater, MA
Almacs	9	17.5	(Own) E. Providence, RI
Stop & Shop	7	15.0	(Own) Boston, MA
Morse's Food Marts	6	10.9	(Own) Canton, MA
Fernandes Super Markets	7	9.1	New England Groc. Supply, Northborough, MA
Purity/Heartland	1	8.3	Purity Supreme, N. Billerica, MA
Star Market	1	1.5	(Own) Cambridge, MA
LEADING INDEPENDENTS:			
Cumberland Farms	47	4.0%	(Own) Canton, MA
OTHER GROCERY STORES			
Trucchi's	7	16.4%	
Scott's/Valueland		16.4	
Grand Central			
TOTAL	90	100.0%	

PITTSFIELD

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Adams Supermarkets	7	67.4%	na
Price Chopper	6	30.0	(Own) Schenectady, N.Y.
A&P	1	26.0	Super Food Services, Syracuse, N.Y.
Stop & Shop	1	4.1	(Own) Boston, MA
First National Supermarkets	1	3.4	(Own) E. Hartford, CT
Cumberland Farms (C)	7	2.6	(Own) Canton, MA
LEADING INDEPENDENTS:			
Quality Food Markets	4	1.3	na
Harry's Supermarket	1	*	na
Loeb's (in Lenox)	1	*	na
Simon's Market Basket	1	*	na
A-Mart	1	*	na
Palmer's Community Market	1	*	na
OCO Convenience Plus	1	*	na
OTHER GROCERY STORES	na	32.6%	
TOTAL	33+	100.0%	

(C) Convenience Stores

na - not available

* Included in "Other Grocery Stores"

WORCESTER

Market Area Covered: Worcester County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		78.0%	
Big Discount	10	19.6	C&S Whlsl. Groc., Brattleboro, VT
Iandoli's	13	16.6	(Own) Worcester, MA
Victory Markets	8	9.2	Sweet Life Foods, Northboro, MA
DeMoulas	3	6.6	(Own) Chelmsford, MA
Cumberland Farms (C)	50	6.3	(Own) Westboro, MA
Stop & Shop	4	6.3	(Own) Boston, MA
Honey Farms (Iandoli's) (C)	38	5.0	(Own) Worcester, MA
Price-Rite	4	3.9	N.E. Groc. Supply, Northboro, MA
Goretti's	4	3.5	Sweet Life Foods, Northboro, MA
Almac's	1	1.0	(Own) Providence, RI
LEADING INDEPENDENTS:		7.0%	
Julio's	3	2.3	Sweet Life Foods, Northboro, MA
Fortin's	1	1.6	Sweet Life Foods, Northboro, MA
Whitman's	2	1.1	C&S Whlsl. Groc., Worcester, MA
Hodes	1	1.0	Sweet Life Foods, Northboro, MA
Labonte's	2	1.0	na
OTHER GROCERY STORES	225	15.0%	
TOTAL	369	100.0%	

MICHIGAN

BATTLE CREEK

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		94.6%	
Cut Rate	4	35.9	Food Mktng. Corp., Super Value, Ft. Wayne, IN
Felpausch	4	31.7	Spartan, Grand Rapids, MI
Meijer	1	27.0	(Own) Grand Rapids, MI
Jewel Foods	1	na	(Own) Chicago, IL
VOLUNTARY &/OR COOPERATIVE GROUPS:		4.1%	
Spartan Stores	5	4.1	Grand Rapids, MI
OTHER GROCERY STORES	na	1.3%	
TOTAL	15+	100.0%	

(C) Convenience Stores
na - not available

BAY CITY

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	Principal Supplier
		Grocery	
		Store Sales	
LEADING CHAINS:		44.8%	
Kroger	2	19.0	(Own) Livonia, MI
Ray's Food Fair	4	15.4	Bay City Milling, Bay City, MI
A&P	1	7.4	(Own) Detroit, MI
Vescio's	1	3.0	Super Foods, Saginaw, MI
VOLUNTARY &/OR COOPERATIVE GROUPS:		48.0%	
Bay City Milling	27	30.7	(Own) Bay City, MI
IGA	6	10.6	Super Food Service, Vassar, MI
Spartan	1	6.7	(Own) Grand Rapids, MI
OTHER GROCERY STORES	na	7.2%	
TOTAL	42+	100.0%	

BENTON HARBOR

Market Area Covered:	No. of	% of	
ABC-Primary Market Area	Stores	Market's	Principal Supplier
		Grocery	
		Store Sales	
LEADING CHAINS:		8.5%	
Meijer	1	4.5	(Own) Grand-Rapids, MI
Jewel	1	4.0	(Own) Chicago, IL
VOLUNTARY &/OR COOPERATIVE GROUPS:		34.3%	
Spartan	22	30.1	(Own) Grand Rapids, MI
Certified Grocers	4	4.2	(Own) Chicago, IL
LEADING INDEPENDENTS:		12.2%	
Super Valu	4	5.4	FMC-Ft. Wayne, IN
Wilts	2	3.0	FMC-Ft. Wayne, IN
Buy Low	1	2.0	Scot Lad, Lansing, IL
IGA	3	1.3	Super Food, Vassar, MI
Thriftway	1	0.5	Viking, Muskegon, MI
OTHER GROCERY STORES	na	45.0%	
TOTAL	39+	100.0%	

na - not available

FLINT

Market Area Covered: Genesee County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		57.2%	
Hamady	19	23.5	Detroit, MI
Meijer	3	12.4	Grand Rapids, MI
Kessel	5	11.7	(Own) Saginaw, MI
Sunshine	44	5.5	Burton, MI
A&P	3	4.1	(Own) Detroit, MI
VOLUNTARY &/OR COOPERATIVE GROUPS:		17.2%	
Spartan	18	17.2	Grand Rapids, MI
LEADING INDEPENDENTS:		3.1%	
IGA	5	3.1	Vassar, MI
OTHER GROCERY STORES	na	22.5%	
TOTAL	97+	100.0%	

GRAND RAPIDS

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		42.5%	
Meijers	10	31.5	(Own) Grand Rapids & Lansing, MI
Eberhards	9	8.3	Scot Lad Foods, Chicago, IL
Stop-N-Go (C)	25	1.5	Abner Wolf Co., Detroit, MI
7-Eleven (C)	12	0.8	na
Majik (C)	6	0.4	Abraham & Sons, Grand Rapids, MI
VOLUNTARY &/OR COOPERATIVE GROUPS:		54.9%	
Spartan	88	52.9	Spartan Stores, Inc., Grand Rapids, MI
Viking	8	2.0	Viking Food Stores, Inc., Muskegon, MI
OTHER GROCERY STORES	na	2.6%	
TOTAL	156+	100.0%	

na - not available
(C) Convenience Stores

JACKSON

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		70.0%	
Kroger's	2	23.0	(Own) Livonia, MI
Meijer's Thrifty Acres	1	20.0	(Own) Grand Rapids, MI
Polly's	4	19.0	F.M.C., Fort Wayne, IN
Jewel/Osco	1	8.0	(Own) Melrose Park, IL
VOLUNTARY &/OR COOPERATIVE GROUPS:		18.0%	
IGA	4	18.0	Super Food Service, Vassar, MI
OTHER GROCERY STORES	na	12.0%	
TOTAL	12+	100.0%	

LANSING

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		58.3%	
Meijer	4	30.6	(Own) Grand Rapids, MI
Kroger	5	21.8	(Own) Grand Rapids, MI
Eberhards	4	5.9	Abner A. Wolf, Detroit, MI
VOLUNTARY &/OR COOPERATIVE GROUPS:		28.2%	
Shop-Rite	12	22.5	Spartan, Grand Rapids, MI
Goff	2	5.7	Spartan, Lansing, MI
LEADING INDEPENDENTS:		10.5%	
Schmidt's	5	10.5	(Own) Lansing, MI
OTHER GROCERY STORES	na	3.0%	
TOTAL	32+	100.0%	

na - not available

MUSKEGON-MUSKEGON HEIGHTS

Market Area Covered:	No. of	% of	
Muskegon County	Stores	Market's	
		Grocery	
		Store Sales	Principal Supplier
LEADING CHAINS:		88.5%	
Eberhard	4	20.2	Scot Lad Foods, Chicago, IL
Plumbs	9	19.0	Spartan Stores, Grand Rapids, MI
Thrift-T	5	14.6	Viking (Viking Store Corp.), Muskegon, MI
Meijer	1	14.5	(Own) Grand Rapids, MI
Thriftway	11	13.6	Viking (Viking Store Corp.) Muskegon, MI
Family Food	1	6.6	Spartan Stores, Grand Rapids, MI
VOLUNTARY &/OR COOPERATIVE GROUPS:		2.3%	
IGA	2	2.3	Carpenter Cook Co., Menominee, MI
OTHER GROCERY STORES	na	9.2%	
TOTAL	33+	100.0%	

OWOSSO

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	
		Grocery	
		Store Sales	Principal Supplier
LEADING CHAINS:			
Kessel	1	na	Flint, MI
Sunshine Stores	1	na	Burton, MI
Hutch's Family Store	1	na	Caro, MI
Hamady	1	na	Flint, MI
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Foodland	3	na	Bay City Milling, Bay City, MI
IGA	1	na	Super Food Svce., Lansing, MI
LEADING INDEPENDENTS:			
Greenwood	1	na	Assorted Suppliers
Harrands	1	na	
The Butcher Block	1	na	
Joe's Store	1	na	
Quick-Serve Market	1	na	
Spaniola's Grocery	1	na	
Little Giant	1	na	
Gas n Go	1	na	
Racle's Run In	1	na	
Main Mart	1	na	
Quick Check	1	na	
Short Stop	1	na	
Greg & Lou's	1	na	
Paulee K's Stop & Shop	1	na	
OTHER GROCERY STORES:			
Pantry Shelf	1	na	Assorted Suppliers
Rohac's	1	na	
Maron's	1	na	
TOTAL	25		

na - not available

PONTIAC

Market Area Covered: North Oakland County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
A&P	10	na	(Own) Detroit, MI
Kroger's	9	na	(Own) Livonia, MI
Great Scott Super Markets	2	na	Abner Wolf, Detroit, MI
Farmer Jack	8	na	Borman, Inc., Detroit, MI
Chatham	2	na	(Own) Warner, MI
LEADING INDEPENDENTS:			
Foodtown	5	na	Food Marketing, Ft. Wayne, IN
Atlas - Foodland	2	na	Spartan, Grand Rapids, MI
Felice Quality Market	1	na	Central Grocery, Flint, MI
LaRose	1	na	Spartan, Grand Rapids, MI
Bazely's Food Market	2	na	(Own) Williamston, MI
Hiland IGA	2	na	(Own) Flint, MI
OTHER GROCERY STORES			
Breen's IGA	2	na	IGA, Flint, MI
Sefas Supermarket	1	na	Central Grocery, Flint, MI
Tenuta's Supermarket	1	na	IGA, Flint, MI
L&S Family Center	1	na	Spartan, Grand Rapids, MI
TOTAL	49		

PORT HURON

Market Area Covered: St. Clair County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Kroger	3	53.6%	(Own) Livonia, MI
A&P	3	20.7%	(Own) Detroit, MI
Farmer Jack	1	11.6%	Borman's Inc., Detroit, MI
Great Scott	1	9.6%	Abner A. Wolf, Detroit, MI
Spartan	4	6.1%	(Own) Grand Rapids, MI
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	8	16.4%	Super Food Service, Vassar, MI
Associated Grocers	3	15.8%	(Own)
OTHER GROCERY STORES			
	na	50.0%	
TOTAL	23+	100.0%	

na - not available

SAGINAW

Market Area Covered:	No. of	% of	
ABC City Zone	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		61.0%	
Ray's Food Fair	8	22.0	Bay City Milling, Bay City, MI
Meijer	2	14.0	(Own) Detroit, MI
Kessels	2	10.0	(Own) Saginaw, MI
Vescio's	6	9.0	Super Foods, Saginaw, MI
A&P	2	6.0	(Own) Detroit, MI
VOLUNTARY &/OR COOPERATIVE GROUPS:		13.0%	
IGA	4	7.0	Super Food Service, Vassar, MI
Spartan	3	6.0	(Own) Grand Rapids, MI
OTHER GROCERY STORES	86	26.0%	
TOTAL	113	100.0%	

MINNESOTA

DULUTH

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		84.0%	
Super Valu	8	28.0	(Own) Hopkins, MN
Twin Ports Grocery			
Coop	9	42.0	(Own) Superior, WI
Big Dollar	9		Superior, WI
Super One	3		Superior, WI
Piggly Wiggly	1		Superior, WI
Other	3		Superior, WI
Red Owl	5	5.0	Red Owl, Hopkins, MN
Other	6	9.0	Gateway, Minneapolis, MN
VOLUNTARY &/OR COOPERATIVE GROUPS:		16.0%	
IGA	18	12.0	Gateway Foods, Duluth, MN
Other	na	4.0	
TOTAL	62+	100.0%	

na - not available

MISSISSIPPI

JACKSON

Market Area Covered:	No. of	% of	Principal Supplier
Standard Metropolitan Area	Stores	Grocery Store Sales	
LEADING CHAINS:		83.0%	
Kroger	5	19.7	(Own) Memphis, TN
Sunflower	10	18.7	(Own) Lewis Grocer, Indianola, MS
Jitney Jungle	16	16.8	(Own) McCarty-Holman, Jackson, MS
Sack N'Save Discount	1	15.7	McCarty-Holman, Jackson, MS
A&P	4	6.7	(Own) New Orleans, LA
Winn-Dixie	4	5.4	(Own) New Orleans, LA
LEADING INDEPENDENTS:		6.4%	
Big Star	3	2.3	Lewis Groc., Indianola, MS
Star	3	2.2	Malone & Hyde, Memphis, TN
New Deal	2	1.9	na
OTHER GROCERY STORES	195	10.6%	
TOTAL	243	100.0%	

MISSOURI

COLUMBIA

Market Area Covered:	No. of	% of	Principal Supplier
ABC City Zone	Stores	Grocery Store Sales	
LEADING CHAINS:		37.0%	
Gerbes Market	2	12.0	Assoc. Grocers, Kansas City, MO
Safeway	2	10.0	Assoc. Grocers, Kansas City, MO
Schnucks	1	9.0	(Own) Bridgeton, MO
Kroger	1	6.0	St. Louis, MO
VOLUNTARY &/OR COOPERATIVE GROUPS:		19.0%	
IGA	2	9.0	Wetterau Foods, Mexico, MO
Capitol Foods (IGA)	2	5.0	Wetterau Foods, Mexico, MO
Affiliated Foods	2	5.0	Elwood, KS
LEADING INDEPENDENTS:		44.0%	
Baumgartner's Markets	1		na
Cronan's Market	1		IGA, Mexico, MO
Da-Nite Grocery	1	20.0	na
Greg's Market	1		Skyrack Hirst, Jefferson City, MO
Showcase Mart	1		General Grocers, Washington, MO
Nowells United Super	2	24.0	Fleming Co., No. Kansas City, MO
Wyatts U.S. Mart	1		Fleming Co., No. Kansas City, MO
TOTAL	20	100.0%	

na - not available

ST. JOSEPH

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		59.0%	
Food For Less	1	23.0	Kansas City, MO
Green Hills	5	18.0	The Fleming Co., St. Joseph & Kansas City, MO
Food Barn	1	8.0	(Own) Kansas City, MO
Save-Mart	1	5.0	(Own) Kansas City, MO
Misc. Convenience Stores*	10	5.0	Kansas City, MO
VOLUNTARY &/OR COOPERATIVE GROUPS:		41.0%	
Affiliated Foods	34	40.0	(Own) St. Joseph, MO
Drive In Stores, AF Supers, Thomas Markets, Thrif-Tee Markets			
Aldi, Inc.	1	1.0	Burlington, IA
TOTAL	53	100.0%	

SPRINGFIELD

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		63.1%	
Consumer's Markets	11	28.2	Direct & Consumer Warehouse, Springfield, MO
Ramey Supermarkets	8	13.3	Associated Wholesale Grocers, Springfield, MO
Dillons	3	12.6	(Own) Hutchinson, KS
Smitty's	2	9.0	Associated Wholesale Grocers, Springfield, MO
VOLUNTARY &/OR COOPERATIVE GROUPS:		22.5%	
AG	3	18.0	Associated Wholesale Grocers, Springfield, MO
So-Lo	6	4.5	Associated Wholesale Grocers, Springfield, MO
LEADING INDEPENDENTS:		6.8%	
Git-N-Go Markets	19	3.0	Hale-Halsell, Tulsa, OK
Quick Shop Markets	9	1.5	Ozark Grocers, Springfield, MO
Jiffy Markets & 7-Eleven	9	1.3	Ozark Grocers, Springfield, MO
Pic-N-Pay	4	1.0	Ozark Grocers, Springfield, MO
OTHER GROCERY STORES	25	7.6%	
TOTAL	99	100.0%	

* Convenience Stores include 7-Eleven & Convenience Food Mart

MONTANA

BILLINGS

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		56.0%	
Buttrey's	5	31.0	(Own) Great Falls, MT
Albertson's	2	15.0	West Coast Grocery, Spokane, WA
Safeway	3	10.0	Ryan's Inc., Billings, MT
VOLUNTARY &/OR COOPERATIVE GROUPS:		32.0%	
IGA	8	32.0	Ryan's Inc., Billings, MT
LEADING INDEPENDENTS:		9.0%	
Kon's Sooper	4	9.0	Associated Food, Billings, MT
OTHER GROCERY STORES	29	3.0%	
TOTAL	51	100.0%	

GREAT FALLS

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		44.0%	
Buttrey Foods (Div. of Jewel)	4	34.0	Buttrey Warehouse, Gt. Falls, MT
Albertson's	1	10.0	(Own) Boise, ID
LEADING CONVENIENCE STORE CHAINS:		7.0%	
Circle K Stores	5	3.0	McClain Western, Tacoma, WA
Kwik Pik	1	2.0	Ryan Super Valu, Gt. Falls, MT
7-Eleven	5	2.0	McClain Western, Tacoma, WA
VOLUNTARY &/OR COOPERATIVE GROUPS:		35.0%	
IGA Stores	3	21.0	Ryan Super Valu, Gt. Falls, MT
County Market	1	14.0	Ryan Super Valu, Gt. Falls, MT
LEADING INDEPENDENTS:		10.0%	
Commissary	1	8.0	Ryan Super Valu, Gt. Falls, MT
PX	1	2.0	Ryan Super Valu, Gt. Falls, MT
OTHER GROCERY STORES	na	4.0%	
TOTAL	22+	100.0%	

HELENA

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		84.7%	
Buttreys	1	35.4	(Own) Great Falls, MT
Super Save Market	2	22.2	Associated Foods, Helena, MT
Safeway	1	14.5	(Own) Butte, MT
Albertson's	1	12.6	Roundup, Spokane, WA
LEADING INDEPENDENTS:		4.4%	
IGA Stores	1	4.4	Ryan's, Billings, MT
County Market	1	*	Ryan's, Billings, MT
OTHER GROCERY STORES	26	10.9%	
TOTAL	33	100.0%	

na - not available

* Included in "Other Grocery Stores"

NEBRASKA

HASTINGS

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		52.0%	
Jack & Jill	3	32.0	Nash Finch Co., Grand Island, NE
Country Fare IGA	1	18.0	Fleming Co., Lincoln, NE
Gibson's	1	2.0	na
LEADING INDEPENDENTS:		48.0%	
Allen's	1	28.0	na
Econo Foods	1	20.0	Nash Finch Co., Grand Island, NE
TOTAL	7	100.0%	

LINCOLN

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Hinky Dinky Stores	4	na	(Own) Omaha, NE
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA (Fleming Co.)	8	na	(Own) Lincoln, NE
Jack & Jill (Nash-Finch)	10	na	(Own) Lincoln, NE
United A-G Stores (Assoc. Independent)	5	na	(Own) Omaha, NE
Hy-Vee	3	na	(Own) Chariton, IA
OTHER GROCERY STORES	20		
TOTAL	50		

na - not available

NORFOLK

Market Area Covered:
ABC City Zone

No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
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LEADING CHAINS:

Hinky Dinky	1	na	(Own) Omaha, NE
Warehouse Market	1	na	Nash Finch, Minneapolis, MN
Hy-Vee	1	na	(Own) Chariton, IA

VOLUNTARY &/OR COOPERATIVE GROUPS:

Lynn & Al's GW Foods	1	na	Affiliated Foods Co-operative Inc., Norfolk, NE
Loa's Thrifty Way	1	na	Affiliated Foods Co-operative Inc., Norfolk, NE
Lynn & Al's Downtown GW Foods	1	na	Affiliated Foods Co-operative Inc., Norfolk, NE
Pic 'n Save	1	na	Affiliated Foods Co-operative Inc., Norfolk, NE

LEADING INDEPENDENTS:

Jack's Market	1	na	Affiliated Foods Co-operative Inc., Norfolk, NE
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TOTAL

8

na - not available

OMAHA, NEB.-IOWA

Market Area Covered:	No. of	% of	Principal Supplier
Standard Metropolitan Area	Stores	Market's Grocery Store Sales*	
LEADING CHAINS:		68.7%	
Baker's	11	32.2	United AG Stores, Omaha, NE
Hy-Vee	9	13.7	(Own) Chariton, IA
Hinky Dinky**	12	12.4	Super Valu, Omaha, NE
Albertson's**	3	6.2	(Own) Denver, CO
Food City	2	4.2	United AG Stores, Omaha, NE
Kwik Shops (C)	29	na	Gorden Foods, Des Moines, IA
Convenient Food Marts (C)	13	na	United AG Stores, Omaha, NE
7-Eleven (C)	20	na	McLane Western, Denver, CO
Town & Country Markets (C)	6	na	McLane Western, Denver, CO
Casey's General Store (C)	4	na	(Own) Des Moines, IA
Eight-Eleven (C)	3	na	United AG Stores, Omaha, NE
Taylor's Quik-Pic (C)	2	na	United AG Stores, Omaha, NE
VOLUNTARY &/OR COOPERATIVE GROUPS:		4.7%	
Super Valu	3	1.7	(Own) Des Moines, IA
Spartan Stores	14	1.4	United AG Stores, Omaha, NE
Shur-Save Stores	8	0.7	United AG Stores, Omaha, NE
Foodman Food Stores	5	0.4	United AG Stores, Omaha, NE
IGA Foodliners	2	0.3	Fleming Foods, Lincoln, NE
Bi-Rite Food Marts	3	0.2	United AG Stores, Omaha, NE
LEADING INDEPENDENTS:		9.3%	
A.F. Base Commissary	1	5.8	United AG Stores, Omaha, NE
Shaver's **	1	1.4	
Louis Market	1	0.8	
Philips Store	1	0.5	
Dick's Hillrise Market	1	0.4	
Frederick Bros.	1	0.4	
WAREHOUSE/BOX STORES:		15.3%	
No Frills Market	3	5.5	United AG Stores, Omaha, NE
Bag 'N Save	2	4.2	United AG Stores, Omaha, NE
World of Food	1	3.8	United AG Stores, Omaha, NE
Food Barn**	1	1.5	Safeway, Inc., Kansas City, MO
Warehouse Market	1	0.6	Nash Finch, Minneapolis, MN
Price Buster	1	0.1	United AG Stores, Omaha, NE
OTHER GROCERY STORES	62	2.0%	
TOTAL	226	100.0%	

Source: Consumer Preference Study, ©1984 by the Omaha World-Herald.

(C) Convenience Stores

na - not available

* Market share percentages from question, "Where does household buy most groceries?"

**Hinky Dinky has repurchased the warehouse that they sold to Super Valu.

Albertson's will open 2 stores in 1984. Shaver's sold 2 or its 3 stores in 1983.

Food Barn stopped operation in 1984.

SCOTTSBLUFF

Market Area Covered: Corporate City Limits	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		38.0%	
Safeway	1	20.0	(Own) Denver, CO
Jack & Jill	2	18.0	Nash Finch, Rapid City, SD
VOLUNTARY &/OR COOPERATIVE GROUPS:		34.0%	
Panhandle Coop	1	34.0	A.G., Colorado
LEADING INDEPENDENTS:		28.0%	
Alexander's Market	1	11.0	Nash Finch, Rapid City, SD
Town & Country Market	1	10.0	Affiliated, Norfolk, NE
Henry's Market	1	7.0	Affiliated, Norfolk, NE
TOTAL	7	100.0%	

NEVADA

LAS VEGAS

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		93.0%	
Safeway	14	21.0	Nat'l. Groc., Santa Fe Springs, CA
Food King	15	21.0	Certified Grocers, L.A., CA
Lucky	12	19.0	A.M. Lewis, Las Vegas, NV
Albertson's	8	10.0	Certified Grocers, L.A., CA
Von's Grocery	6	10.0	(Own) El Monte, CA
Thriftmart	4	5.0	Certified Grocers, L.A., CA
7-Eleven (C)	85	4.0	A.M. Lewis, Las Vegas, NV
Mayfair	1	1.0	Certified Grocers, L.A., CA
Stop & Go (C)	25	1.0	A.M. Lewis, Las Vegas, NV
Circle K (C)	11	1.0	na
OTHER GROCERY STORES	25	7.0%	
TOTAL	206	100.0%	

(C) Convenience Stores
na - not available

RENO

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Warehouse Markets	10	90.0%	Pavarian Wholesale Groc. Co., Sparks, NV
Raley's	6	21.0	United Grocers, Sacramento, CA
Albertson's	4	12.0	(Own) Salt Lake City, UT
Safeway	3	10.0	(Own) Sacramento, CA
Gemco/Lucky	2	9.0	(Own) Lucky Stores Inc., San Leandro, CA
Mayfair	2	6.0	Certified Grocers of Cal., L.A., CA
7-Eleven (C)	19	2.0	A.M. Lewis, Las Vegas, NV
OTHER GROCERY STORES	na	10.0%	
TOTAL	46+	100.0%	

NEW HAMPSHIRE**NASHUA-MANCHESTER**

Market Area Covered:
Hillsborough County

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Alexander's Markets	6	81.2%	(Own) Dracut, MA
DeMoulas Markets	5	32.2	(Own) Tewksbury, MA
Purity/Heartland	2	15.8	(Own) N. Billerica, MA
Allegro's Star Agency	4	10.7	(Own) Cambridge, MA
Shaw's Supermarkets	1	10.5	(Own) Portland, ME
A&P	2	3.4	(Own) Boston, MA
Cumberland Farms (C)	14	3.1	(Own) Canton, MA
Cross Stores	2	2.0	(Own) White Rose Jct., VT
AM/PM Mini Markets (C)	2	1.5	na
OTHER GROCERY STORES:			
Ron Mar	2	18.8%	na
P. & Q.	1	2.7	na
Hi Go Markets	1	1.3	na
Bunny's/Crossroads	2	0.8	na
Cricenti's	1	0.8	Associated Grocers, Manchester, NH
Hillsboro Farm Markets	2	0.8	Associated Grocers, Manchester, NH
BiWise Markets	1	0.5	na
	1	0.4	Associated Grocers, Manchester, NH
Others	na	11.5	
TOTAL	46+	100.0%	

(C) Convenience Stores

na - not available

PORTSMOUTH

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	Principal Supplier
		Grocery	
		Store Sales	
LEADING CHAINS:			
Shaws	2	na	(Own) E. Bridgewater, MA
North Country Star	1	na	(Own) Kittery, ME
A&P	1	na	na
DeMoulas	2	na	(Own) Tewksbury, MA
IGA	1	na	York Village, ME
Mr. Grocer	1	na	York, ME
Shop and Save/Pic 'N Pay	1	na	Portsmouth, NH
OTHER GROCERY STORES:			
Richardson's Super Market	1	na	Portsmouth, NH
TOTAL	10		

NEW JERSEY

ATLANTIC CITY

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	Principal Supplier
		Grocery	
		Store Sales	
LEADING CHAINS:			
Acme	16	61.5%	(Own) Philadelphia, PA
A&P	9	29.0	(Own) Philadelphia, PA
Pathmark	3	17.0	(Own) Philadelphia, PA
Thriftway	3	11.6	(Own) King of Prussia, PA
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Shop-Rite	4	3.9	Wakefern Food, Elizabeth, NJ
Shop N' Bag	2	48.6	Frankford-Quaker, Phila., PA
IGA	1	19.3	na
Foodtown	2	3.6	Twin County Grocers, Phila., PA
LEADING INDEPENDENTS:			
Casel's	1	2.1	Margate, NJ
Clover Meats	2	na	na
Shop N' Save	1	na	na
OTHER GROCERY STORES			
	40	na	
TOTAL	84	*	

na - not available

* Percents add to more than 100.0% because of multiple answers in a shoppers survey.

BRIDGEWATER

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
A&P	13	na	(Own) Edison, NJ
Shop-Rite	9	na	Wakefern Corp., Elizabeth, NJ
Foodtown	7	na	Twin County, Edison, NJ
Acme	6	na	(Own) Philadelphia, PA
Grand Union	4	na	(Own) Garfield, NJ
Pathmark	4	na	(Own) Woodbridge, NJ
Stop & Shop	2	na	(Own) Boston, MA
LEADING INDEPENDENTS:			
Lane Co.	2	na	Easton, PA
TOTAL	47	na	

CAMDEN

Market Area Covered:
Burlington, Camden &
Gloucester Counties

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Acme-Super Saver	29	na	(Own) Philadelphia, PA
Super Fresh*	5	na	(Own) Florence, NJ
Pathmark	7	na	(Own) Woodbridge, NJ
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Shop N' Bag	16	na	(Own) Woodbridge, NJ
Shop-Rite	7	na	Wakefern Foods, Elizabeth, NJ
Thriftway	10	na	King of Prussia, PA
TOTAL	74		

na - not available

* Super Fresh is owned and operated by A&P

JERSEY CITY

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		42.5%	
Pathmark	3	18.0	(Own) Woodbridge, NJ
A&P	9	17.5	(Own) Paterson, NJ
Acme	3	7.0	Whippany, NJ
VOLUNTARY &/OR COOPERATIVE GROUPS:		55.5%	
Shop Rite	15	36.0	Wakefern Food Corp., Elizabeth, NJ
Foodtown	6	10.5	Twin County Groc., Edison, NJ
Met Foods	5	3.5	White Rose Food Corp., Farmingdale, NY
Pagano's IGA	2	3.0	na
Fine Fair	4	1.5	na
C-Town	2	1.0	na
LEADING INDEPENDENTS:			
Shelly's	1	*	Twin County Groc., Edison, NJ
Universal	2		na
Moloney's	1		na
OTHER GROCERY STORES	500	2.0%	
TOTAL	553	100.0%	

LONG BRANCH-ASBURY PARK

Market Area Covered: Monmouth and Ocean Counties	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
A&P	15	na	(Own) Edison, NJ
Acme	9	na	(Own) Newark, NJ
Grand Union	5	na	(Own) Elmwood Park, NJ
Pathmark	5	na	(Own) Edison, NJ
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Shop-Rite	15	na	Wakefern Food Corp., Elizabeth, NJ
Foodtown	24	na	Twin City Grocers, Edison, NJ
LEADING CONVENIENCE STORE CHAINS:			
Cumberland Farms	49	na	na
Krauzer's	34	na	(Own) Edison, NJ
7-Eleven	37	na	na
Wawa	9	na	na
Quick Chek	12	na	na
Fresh Farms	1	na	na
TOTAL	215		

na - not available

* Included in "Other Grocery Stores"

NEW BRUNSWICK

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		28.0%	
Pathmark	6	13.0	(Own) Woodbridge, NJ
A&P	8	7.0	(Own) Newark, NJ
Acme	5	6.0	(Own) Newark, NJ
Grand Union	1	2.0	(Own) Carlstadt, NJ
VOLUNTARY &/OR COOPERATIVE GROUPS:		43.0%	
Shop-Rite	13	24.0	Wakefern Food Corp., Elizabeth, NJ
Mayfair	12	19.0	Twin County Grocers, Edison, NJ
OTHER GROCERY STORES	na	29.0%	
TOTAL	45+	100.0%	

PASSAIC

Market Area Covered: Passaic, Bergen, Morris & Essex Counties, N.J. Trading Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		48.0%	
Pathmark	20	25.0	(Own) Woodbridge, NJ
A&P	52	10.0	(Own) Paterson & Edison, NJ
Grand Union	34	8.0	(Own) Elmwood Park, NJ
Acme Supermarkets, Inc.	13	5.0	(Own) Whippany, NJ
VOLUNTARY &/OR COOPERATIVE GROUPS:		45.0%	
ShopRite	44	30.0	(Own) Wakefern Food Corp., Elizabeth, NJ
Foodtown	47	15.0	Twin County Grocers, Edison, NJ
LEADING INDEPENDENTS:		2.0%	
Kings	13	1.0	Perloff Bros., Philadelphia, PA
Met Supermarkets	3	1.0	White Rose Food Corp., Farmingdale, NY
OTHER GROCERY STORES	na	5.0%	
TOTAL	226+	100.0%	

na - not available

SOMERVILLE-PLAINFIELD

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Acme	11	na	(Own) Kearny, NJ
Grand Union	6	na	(Own) Carlstadt, NJ
Pathmark	5	na	(Own) Woodbridge, NJ
A&P	15	na	(Own) Edison, NJ
Big-Buy Finast	3	na	Finast, Kearny, NJ
Stop & Shop	2	na	(Own) North Haven, CT
Valley Fair	1	na	(Own) Linden, NJ
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Shop Rite	12	na	Wakefern Food Corp., Elizabeth, NJ
Foodtown	6	na	Twin County Grocers, Edison, NJ
Laneco	2	na	na
TOTAL	63		

TRENTON

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Acme	7	28.0%	(Own) Philadelphia, PA
Super Fresh	3	15.0	(Own) Florence, NJ
Pathmark	1	7.0	(Own) Woodbridge, NJ
VOLUNTARY &/OR COOPERATIVE GROUPS:			
ShopRite	8	46.0%	(Own) Wakefern Food Corp., Elizabeth, NJ
Thriftway/Pennington	6	30.0	(Own) Thriftway, King of Prussia, PA
Shop 'N Bag	4	10.0	(Own) Frankford-Quaker Groc., Philadelphia, PA
OTHER GROCERY STORES	36	6.0	
TOTAL	65	26.0%	
		100.0%	

na - not available

NEW MEXICO

ALBUQUERQUE

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		80.0%	
Safeway	11	25.4	(Own) El Paso, TX
Bag 'n Save	4	13.2	Assoc. Groc. of Colo., Albuquerque, NM
Smith's Food King	11	12.5	Western Grocers, Albuquerque, NM
Skaggs	3	9.5	Western Grocers, Albuquerque, NM
Save 'N Gain	4	7.6	Furr, Lubbock, TX
Albertson's-Denver	3	6.0	Western Grocers, Albuquerque, NM
Furr's Food Markets	4	5.8	(Own) Lubbock, TX
LEADING CONVENIENCE STORE CHAINS:	na	7.9%	
LEADING INDEPENDENTS:	na	12.1%	
TOTAL	40+	100.0%	

GALLUP

Market Area Covered: N.M.: McKinley County Ariz.: Apache County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		41.0%	
Smith's Foodway	1	18.0	na
Albertson's	1	14.0	na
Piggly Wiggly	1	9.0	na
Safeway	1	na	na
LEADING INDEPENDENTS:		53.0%	
California Markets	2	26.0	Assoc. Groc., NM
Shop 'N Save Warehouse Foods	1	14.0	Assoc. Groc., NM
Dandee's	1	13.0	Assoc. Groc., NM
OTHER GROCERY STORES (Tanner's, Navajo Shopping Center, Imperial, 7 to 11, Circle K)	na	6.0%	
TOTAL	8+	100.0%	

na - not available

ROSWELL

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Safeway	3	82.0%	
Furrs	2	40.0	(Own) El Paso, TX
Albertson's-Denver	1	20.0	(Own) Lubbock, TX
Save & Gain	1	15.0	(Own) Denver, CO
		7.0	(Own) Lubbock, TX
OTHER GROCERY STORES	na	18.0%	
TOTAL	7+	100.0%	

SANTA FE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Safeway	3	91.0%	
Furrs	1	30.0	(Own) El Paso, TX
Associated Groc.	3	22.0	(Own) Lubbock, TX
		22.0	Assoc. Groc. of Colorado, Albuquerque, NM
Albertson's	2	15.0	Waples-West, Lubbock, TX
Smith's Food King	1	12.0	Western Grocers, Albuquerque, NM
OTHER GROCERY STORES	na	9.0%	
TOTAL	10+	100.0%	

na - not available

NEW YORK

BINGHAMTON

Market Area Covered:	No. of	% of Market's Grocery Store Sales	Principal Supplier
N.Y.: Boome, Tioga Counties	Stores		
Pa.: Susquehanna County			
LEADING CHAINS:		95.1%	
Giant	11	35.9	Akel Warehouse, Johnson City, NY
Great American	15	22.8	(Own) Victory, Norwich, NY
Grand Union	6	22.2	(Own) Waterford, NY
Shusters	6	5.1	na
Shop-Rite	1	4.0	(Own)
Norman's	2	3.5	(Own) Binghamton, NY
P&C	1	1.6	(Own) Syracuse, NY
Day & Night Stores (C)	5	*	na
Reliable Markets	1	*	na
7-Eleven Stores (C)	3	*	na
OTHER GROCERY STORES	na	4.9%	
TOTAL	51*	100.0%	

ELMIRA

Market Area Covered:	No. of	% of Market's Grocery Store Sales	Principal Supplier
ABC City Zone	Stores		
LEADING CHAINS:			
Super Creek Stores	8	na	na
Convenient Food Marts (C)	5	na	S.M. Flickinger, Elmira, NY
Great American	2	na	(Own) Norwich, NY
P&C	2	na	(Own) Syracuse, NY
Super Duper	2	na	S.M. Flickinger, Elmira Hgts., NY
Acme	1	na	(Own) Syracuse, NY
Tops	2	na	(Own) Buffalo, NY
Weis Markets	1	na	(Own) Sunbury, PA
TOTAL	23		

na - not available

* Included in "Other Grocery Stores"

(C) Convenience Stores

GLENS FALLS

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Grand Union	6	na	(Own) Waterford, NY
Price Chopper	5	na	(Own) Schenectady, NY
Shop Rite	1	na	(Own) Florida, NY
LEADING INDEPENDENTS:			
Barbers Market	2	na	Bi-Lo, Albany, NY
Lewis Super Market	1	na	P & C Cross, White River Junction, VT
Clay's Market	1	na	P & C Cross, White River Junction, VT
OTHER GROCERY STORES			
Convenient Food Markets	8	na	(Own) Syracuse, NY
Cumberland Farms	4	na	(Own) Canton, MA
TOTAL	26		

JAMESTOWN

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Quality Markets, Inc.	12	na	(Own) Jamestown, NY
Super Duper	2	na	S.M. Flickinger Co., Jamestown, NY
Bells	3	na	Peter J. Schmitt, Buffalo, NY
Tops Markets	1	na	(Own) Buffalo, NY
Wilson Farms	2	na	Tops Markets, Buffalo, NY
LEADING INDEPENDENTS:			
Lake County Dairy Stores	6	na	S.M. Flickinger Co., Jamestown, NY
TOTAL	26		

na = not available

NIAGARA FALLS

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		60.0%	
Tops Markets	5	60.0	Niagara Frontier Services, Buffalo, NY
LEADING CONVENIENCE STORE CHAINS:		20.0%	
B-Kwik	2	10.0	Niagara Frontier Services, Buffalo, NY
Wilson Farms	6	9.0	Niagara Frontier Services, Buffalo, NY
7-Eleven	3	1.0	Southland Distribution Services
VOLUNTARY &/OR COOPERATIVE GROUPS:		19.0%	
Bells	1	na	Peter J. Schmitt, Buffalo, NY
Super Duper-Pine Plaza	1	19.0	Flickinger Corp., Buffalo, NY
Super Duper-City Market	1	na	Flickinger Corp., Buffalo, NY
LEADING INDEPENDENTS:		1.0%	
Slipko Bros.	1	1.0	Bishop Company, Inc., Buffalo, NY
OTHER GROCERY STORES	14	na	
TOTAL	34	100.0%	

ROME

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		59.0%	
Price Chopper	1	15.0	(Own) Schenectady, NY
Victory	2	14.0	(Own) Norwich, NY
Grand Way	1	12.0	Grand Union, Waterford, NY
Chicago	2	11.0	Netti Wholesale, Syracuse, NY
P&C	1	7.0	(Own) Syracuse, NY
VOLUNTARY &/OR COOPERATIVE GROUPS:		8.0%	
Scheidelman	12	8.0	(Own) Utica, NY
LEADING INDEPENDENTS:		8.0%	
Gillette's	1	4.0	na
Schaller's	1	2.0	na
Joe's Foodland	1	2.0	Scheidelman, Inc., Utica, NY
OTHER GROCERY STORES	45	25.0%	
TOTAL	67	100.0%	

na - not available

UTICA

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		50.0%	
Chicago Markets	8	25.0	S.M. Flickinger, Syracuse, NY
Price Chopper	3	15.0	Golub Corp., Schenectady, NY
Grand Union	2	5.0	(Own) Syracuse, NY
P&C Markets	1	2.0	(Own) Syracuse, NY
Great American	2	2.0	(Own) Norwich, NY
A&P	1	1.0	Super Foods (Cobb), Syracuse, NY
VOLUNTARY &/OR COOPERATIVE GROUPS:		20.0%	
Scheidelman	13	20.0	(Own) Utica, NY
LEADING INDEPENDENTS:		7.0%	
Chanatry	2	3.0	Scheidelman, Inc., Utica, NY
Aiello's Market	1	2.0	na
Herkimer Chief	1	2.0	na
OTHER GROCERY STORES	197	23.0%	
TOTAL	231	100.0%	

WATERTOWN

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		105.0%	
P&C	3	65.0	(Own) Syracuse, NY
Great American	1	28.0	(Own) Victory Mkts., Norwich, NY
A&P	1	12.0	na
VOLUNTARY &/OR COOPERATIVE GROUPS:		13.0%	
IGA	1	13.0	S.M. Flickinger, Buffalo, NY
OTHER GROCERY STORES:		1.0%	
Kwik Stop	3	1.0	na
TOTAL	9	*	

* Adds to more than 100.0% because of multiple answers in a shoppers survey.
na - not available

NORTH CAROLINA

ASHEVILLE

Market Area Covered: 16 County Market	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		72.0%	
Ingles Markets	16	45.0	Asheville, NC
Winn-Dixie	5	14.0	(Own) Greenville, SC
Bi-Lo	4	11.0	Greenville, SC
Fast Fare (C)	7	1.5	na
7-Eleven (C)	2	0.5	Atlanta, GA
Fine Fare Grocery Warehouse	1	*	Ingles Markets, Asheville, NC
Hop-In (C)	7	*	Save-A-Stop, Salem, VA
VOLUNTARY &/OR COOPERATIVE GROUPS:		7.0%	
Merchants Distributors	25	3.5	Hickory, NC
Thomas & Howard	23	3.0	Asheville, NC
Haywood Grocery Co.	2	0.5	Waynesville, NC
OTHER GROCERY STORES	98	21.0%	
TOTAL	190	100.0%	

CHARLOTTE

Market Area Covered: Mecklenberg County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		88.7%	
Harris-Teeter	20	22.2	(Own) Charlotte, NC
Food Lion	9	20.9	(Own) Salisbury, NC
Winn-Dixie	10	16.5	(Own) Charlotte, NC
Kroger Sav-on	8	12.3	(Own) Charlotte, NC
A&P	7	7.2	(Own) Charlotte, NC
Bi-Lo	5	6.5	(Own) Greenville, SC
3-Guys	2	3.1	(Own) Salisbury, NC
VOLUNTARY &/OR COOPERATIVE GROUPS:		2.5%	
Park 'N' Shop	2	1.3	Assoc. Groc. Mutual of Carolina, Charlotte, NC
Giant Genie	2	1.2	Assoc. Groc. Mutual of Carolina, Charlotte, NC
OTHER GROCERY STORES	na	8.8%	
TOTAL	65+	100.0%	

(C) Convenience Stores

na - not available

* Included in "Other Grocery Stores"

DURHAM

Market Area Covered:	No. of	% of	Principal Supplier
Durham & Orange Counties	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		87.0%	
Winn-Dixie	8	27.0	(Own) Raleigh, NC
Big Star	4	16.0	(Own) Raleigh, NC
Kroger	4	14.0	(Own) Salem, VA
Food Lion	5	10.0	(Own) Salisbury, NC
Byrd's Food Center	5	9.0	Burlington, NC
A&P	5	8.0	(Own) Charlotte, NC
Harris-Teeter	1	2.0	(Own) Charlotte, NC
7-Eleven (C)	12	na	Raleigh, NC
Fast Fare (C)	8	na	Henderson, NC
Ken's Quickie Mart (C)	7	na	Durham, NC
Li'l General (C)	5	na	na
Li'l Rebel (C)	5	na	na
Piggly Wiggly	2	1.0	(Own) Kinston, NC
LEADING INDEPENDENTS:		1.5%	
King's Red & White	1	0.5	Thos. & Howard, Durham, NC
Fowler's of Durham	1	0.5	Durham, NC
Fowler's Food Store	1	0.5	Chapel Hill, NC
OTHER GROCERY STORES	120	11.5%	
TOTAL	192	100.0%	

FAYETTEVILLE

Market Area Covered:	No. of	% of	Principal Supplier
Standard Metropolitan Area	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		79.6%	
Winn-Dixie	5	21.0	(Own) Raleigh, NC
Food Lion	6	17.2	(Own) Salisbury, NC
Big Star	3	10.5	(Own) Raleigh, NC
A&P	2	9.5	(Own) Charlotte, NC
Harris-Teeter	2	8.8	(Own) Charlotte, NC
Kroger Sav-On	3	8.0	(Own) Charlotte, NC
Food World	2	2.5	(Own) High Point, NC
3 Guys	2	2.1	(Own) Salisbury, NC
OTHER GROCERY STORES			
Including:			
Short Stop & Quick Stop Stores	37	20.4	Various
V-Point Supermarket	2		
Economy Food Center	1		
Other	126		
TOTAL	191	100.0%	

(C) Convenience Stores
na - not available

GREENSBORO

Market Area Covered:	No. of	% of	
Guilford County	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		76.0%	
Food Lion (Town)	9	24.0	Save-Rite, Inc., Salisbury NC
Winn-Dixie	8	18.0	(Own) Raleigh, NC
Food World	11	16.0	High Point, NC
Kroger	4	15.0	(Own) Salem, VA
Big Star	6	3.0	(Own) Raleigh, NC
Columbia Foods	5	*	Central Carolina Grocers,
			High Point, NC
Family Mart	1	*	na
LEADING INDEPENDENTS:		11.0%	
Bestway	8	9.0	Central Carolina Grocers,
			High Point, NC
Bi-Rite	4	2.0	Central Carolina Grocers,
			High Point, NC
Food Rite	9	*	na
OTHER GROCERY STORES	136	13.0%	
TOTAL	201	100.0%	

RALEIGH

Market Area Covered:	No. of	% of	
Wake County	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		83.0%	
Winn-Dixie	15	29.0	(Own) Raleigh, NC
Colonial/Big Star	9	18.0	(Own) Elmwood Park, NJ
A&P	8	14.0	(Own) Charlotte, NC
Food Lion	10	13.0	(Own) Salisbury, NC
Harris-Teeter	2	6.0	(Own) Charlotte, NC
Food World	3	3.0	(Own) Charlotte, NC
VOLUNTARY &/OR COOPERATIVE GROUPS:		7.0%	
Piggly Wiggly	3	5.0	(Own) Kinston, NC
IGA	1	1.0	Quinn Wholesale, Warsaw, NC
Red & White	3	1.0	(Own) Rocky Mount, NC
OTHER GROCERY STORES	na	10.0%	
TOTAL	54+	100.0%	

na - not available

* Included in "Other Grocery Stores"

WINSTON-SALEM

Market Area Covered:	No. of	% of	
Forsyth County	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		100.0%	
Food Fair	12	26.0	(Own) Winston-Salem, NC
Food Lion	10	19.0	Save Rite, Inc., Salisbury, NC
Kroger	3	12.0	(Own) Salem, VA
Winn-Dixie	5	11.0	(Own) Raleigh, NC
Mt. Tabor	5	8.0	Central Carolina, Kernersville, NC
Food World	6	8.0	(Own) High Point, NC
Lowe's Foods (Thrifti-Mart)	5	6.0	(Own) Wilkesboro, NC
Others*	9	10.0	Various
TOTAL	53	100.0%	

NORTH DAKOTA

FARGO-MOORHEAD

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		57.0%	
Piggly Wiggly/Jac & Jill	7	20.0	Nash Finch Co., Fargo, ND
Buttrey Foods	2	17.0	Fairway Foods, Fargo, ND
Country Stores	2	15.0	Red Owl Stores, Fargo, ND
Warehouse	1	5.0	Red Owl Stores, Fargo, ND
VOLUNTARY &/OR COOPERATIVE GROUPS:		5.0%	
Super Valu/U Save	2	5.0	Super Valu, Fargo, ND
LEADING CONVENIENCE STORE CHAINS:		3.0%	
Stop-N-Go	13	3.0	L.B. Hartz Co., Thief R. Falls, MN
LEADING INDEPENDENTS:		35.0%	
Hornbachers	3	35.0	Super Valu, Fargo, ND
TOTAL	30	100.0%	

na - not available

* Includes 3-Guys, Joe's Foods, Bestway, etc.

MINOT

Market Area Covered: Corporate City Limits	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
VOLUNTARY &/OR COOPERATIVE GROUPS:		69.0%	
Piggly Wiggly	3	55.0	Nash Finch, Minot, ND
Albertson's	1	10.0	Super Valu, Fargo, ND
Red Owl	1	4.0	(Own) Fargo, ND
LEADING INDEPENDENTS:		25.0%	
Miracle Mart	1	25.0	Super Valu, Bismarck, ND
OTHER GROCERY STORES	na	6.0%	
TOTAL	6+	100.0%	

na - not available

OHIO

CANTON

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		47.0%	
Fisher Foods of Canton	5	20.0	(Own) Canton, OH
A&D	4	10.0	McLain Grocery, Massillon, OH
Edward's Warehouse	1	5.0	Pick 'N' Pay, Maple Hgts., OH
Fisher/Fazio	2	5.0	Betsy Ross Foods, Mogadore, OH
Sparkle	2	4.0	Betsy Ross Foods, Mogadore, OH
Lawson's	31	na.	(Own) Akron, OH
Spee Dee Foods/Minit Mart	17	na	(Own) Akron, OH
Acme/Click	2	na	Akron, OH
Valu King	1	1.0	Tamarkin Co., Youngstown, OH
Stop-N-Go	11	1.0	American Seaway Foods, Bedford Hgts., OH
7-Eleven	2	na	na
CEM	1	0.5	Scot Lad Foods, Lima, OH
Open Pantry	2	0.5	American Seaway Foods, Bedford Hgts., OH
Carm's Foods	2	na	na
King Kwik	2	na	Scot Lad Foods, Lima, OH
VOLUNTARY &/OR COOPERATIVE GROUPS:			
		47.0%	
IGA	28	40.0	McLain Grocery, Massillon, OH
A/G	17	7.0	Dennison, OH
LEADING INDEPENDENTS:			
		6.0%	
Bordner's	2	4.0	na
Stoll's	1	2.0	McLain Grocery, Massillon, OH
TOTAL	133	100.0%	

na - not available

DAYTON

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Kroger	25	69.0%	(Own) Cincinnati, OH
White Villa (C)	100	25.0	Super Valu, Xenia, OH
Stump's	9	11.0	Super Valu, Xenia, OH
Fulmer's	10	8.0	Super Valu, Xenia, OH
Lawsons (C)	26	8.0	Consolidated Foods, Cuyahoga, OH
Stop & Go (C)	22	5.0	(Own) Trotwood, OH
7-Eleven (C)	36		(Own) Rolling Meadows, IL
King Kwik (C)	23		(Own) Cincinnati, OH
United Dairy (C)	7	4.0	(Own) Cincinnati, OH
Imperial	7		Cardinal Foods, Columbus, OH
Foodtown	3		Seaway, Toledo, OH
Marsh	3	3.0	(Own) Yorktown, IN
Metro Market	3	2.0	Cardinal Foods, Columbus, OH
Pangles Thrifty Market	1	2.0	Scot Lad, Lima, OH
		1.0	
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Super Valu	11	25.0%	(Own) Xenia, OH
IGA	19	13.0	Super Food Services, Dayton, OH
		12.0	
LEADING INDEPENDENTS:			
Woody's	1	*	White Villa Grocery, Dayton, OH
Dillman Foods	1	*	Super Valu, Xenia, OH
Lofino	2	*	Super Valu, Xenia, OH
Dorothy Lane Market	1	*	Super Valu, Xenia, OH
Phil & Jerry's	1	*	White Villa Grocery, Xenia, OH
County Market	1	*	Super Valu, Xenia, OH
Shiloh Market	1	*	Super Foods, Dayton, OH
Freedom Foods	4	*	White Villa Grocery, Dayton, OH
Bob's Food Warehouse	1	*	na
Kash 'N' Karry	3	*	na
Kantor's Supermarket	1	*	na
OTHER GROCERY STORES			
	264	6.0%	
TOTAL	586	100.0%	

na - not available

(C) Convenience Stores

* Included in "Other Grocery Stores"

LIMA

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Roy's Supermarkets	3	na	Scot Lad, Lima, OH
Kroger	3	na	(Own) Columbus, OH
A&P	1	na	(Own) Detroit, MI
Foodtown Kash 'n Karry	1	na	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	3	na	Super Food Service, Dayton, OH
LEADING INDEPENDENTS:			
Clyde Evans Markets	5	na	Food Marketing, Fort Wayne, IN
Clyde Evans County Markets	4	na	
OTHER GROCERY STORES	19	na	
TOTAL	36		

LORAIN-ELYRIA

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Fisher Foods	8	79.0%	(Own) Bedford Hgts., OH
Bi-Lo (Kroger)	5	27.0	(Own) Maple Hgts., OH
Sparkle (C)	7	18.0	Betsy Ross Foods, Mogadore, OH
Pick-N-Pay (Edwards)	2	10.0	(Own) Maple Hgts., OH
CFM	15	10.0	Scot Lad Foods, Lima, OH
Eagle	5	3.0	(Own) Bedford Hgts., OH
Open Pantry (C)	4	1.0	American Seaway Food, Bedford Hgts., OH
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA (McLain)	6	11.5%	McLain Groc. Co., Massillon, OH
Super Valu	1	9.0	Super Valu, Xenia, OH
A/G	1	1.5	Dennison, OH
Besty Ross	2	0.5	Betsy Ross, Mogadore, OH
OTHER GROCERY STORES	na	9.5%	
TOTAL	56+	100.0%	

(C) Convenience Stores
na - not available

SANDUSKY

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		74.0%	
Pick 'N Pay	3	32.0	(Own) Maple Heights, OH
Kroger	1	21.0	(Own) Solon, OH
Foodtown	2	18.0	(Own) Maumee, OH
Lawsons (C)	3	3.0	(Own) Akron, OH
VOLUNTARY &/OR COOPERATIVE GROUPS:			
		7.0%	
Foodland	1	7.0	Defiance Grocery, Defiance, OH
LEADING INDEPENDENTS:			
Enderle's Cardinal	1	*	na
Sandusky Cardinal	1	*	na
Sandusky IGA	1	*	na
Consolo's IGA	1	*	na
Keeber Marine Grocery	1	*	na
Kuhn's Best Mart	1	*	na
Eastman's Best Mart	1	*	na
Miller Bros. Super Save Serve Grocery & Market	1	2	na
OTHER GROCERY STORES (Includes Grocery and Carry-Out)			
	17	19.0%	
TOTAL	35	100.0%	

(C) Convenience Stores

na - not available

* Included in "Other Grocery Stores"

SPRINGFIELD

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Kroger	6	52.5%	
Fulmers	4	20.0	(Own) Cincinnati, OH
Big Bear	5	16.0	Super Valu, Xenia, OH
Lawson Milk (C)	10	14.0	(Own) Columbus, OH
7-Eleven (C)	3	2.0	Cuyahoga Falls, OH
		0.5	White Villa, W. Carrollton, OH
LEADING INDEPENDENTS:			
Northridge IGA	1	23.0%	
Shoemakers	2	11.0	Super Foods, Bellefontaine, OH
Howard	2		Super Valu, Xenia, OH
Johnson Super Valu	1	10.0	Super Valu, Xenia, OH
Mundys	1		Super Valu, Xenia, OH
Pik N Pak	1	2.0	White Villa, W. Carrollton, OH
		na	Super Foods, Bellefontaine, OH
OTHER GROCERY STORES	na	24.5%	
TOTAL	36+	100.0%	

STEBENVILLE

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Kroger	2	na	(Own) Columbus, OH
Big Bear	1	na	(Own) Columbus, OH
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Foodland	1	na	na
IGA	1	na	McLain Grocers, Massillon, OH
Valu King	1	na	Tomarkin, Youngstown, OH
LEADING INDEPENDENTS:			
Convenience Mkts.	2	na	Associated Grocers, Dennison, OH
Co-Op Food Mkts.	1	na	Wheeling Wholesale, Wheeling, WV
Big "D" Market	1	na	Wheeling Wholesale, Wheeling, WV & Associated Grocers, Uhrichsville, OH
TOTAL	10		

(C) Convenience Stores
na - not available

TOLEDO

Market Area Covered: Metropolitan Statistical Area-- Fulton, Lucas & Wood Counties	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>70.5%</u>	
Food Town (incl. Kash & Karry Stores)	35	29.0	(Own) Toledo, OH
Kroger	14	23.0	(Own) Detroit, MI
Centre Markets	6	9.0	Scot Lad Foods, Lima, OH
Farmer Jack	1	3.0	Borman's, Detroit, MI
Pick-N-Pay	1	3.0	(Own) Cleveland, OH
Lawson's (C)	18		Lawson Milk Co., Cuyahoga Hgts., OH
Franklin Ice Cream Stores (C)	12	2.0	Allied Foods, Detroit, MI
Open Pantry (C)	12		United Grocery Co., Lansing, MI
Sterling Milk Stores (C)	23	1.0	Assoc. Grocers, Holt, MI
Joseph's	1	0.5	Scot Lad Foods, Lima, OH
Convenient Food Stores (C)	5	*	Scot Lad Foods, Lima, OH
In and Out Stores (C)	23	*	J.M. Sealts Co., Lima, OH
7-Eleven (C)	24	*	Southland Distrib. Co., Champaign, IL
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>12.0%</u>	
AG & 5 Star Food Stores	23	12.0	(Own) Holt, MI
LEADING INDEPENDENTS:		<u>4.0%</u>	
Bischoff's	1		Assoc. Grocers, Holt, MI
Kelly's IGA	3	4.0	IGA Whse., Bellefontaine, OH
Churchills	5		Food Marketing, Ft. Wayne, IN
OTHER GROCERY STORES	36	<u>13.5%</u>	
TOTAL	244	100.0%	

(C) Convenience Stores

* Included in "Other Grocery Stores"

YOUNGSTOWN-WARREN

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Valu King	58	83.1%	
Sparkle Markets	24	38.5	Tamarkin Co., Youngstown, OH
Lawson Milk Co.	27	24.4	Betsy Ross, Mogadore, OH
Carl's	1	5.8	Cardinal Foods, Columbus, OH
Convenient Food Marts	8	2.8	na
Super Duper	4	2.0	(Own) Solon, OH
Lil Shopper	16	2.0	na
Fast Check	10	2.0	(Own) Sharon, PA
Fazio's	1	2.0	(Own) Youngstown, OH
		1.1	Heritage Wholesalers, Bedford
Lo-Buy	2	1.0	Hgts., OH
Quik Chek	4	0.8	(Own) Solon, OH
Bi-Lo Markets	2	0.7	na
			(Own) Bedford Hgts., OH
VOLUNTARY &/OR COOPERATIVE GROUPS:			
United Family Foods	15	10.9%	
Golden Dawn	7	5.5	Tamarkin Co., Youngstown, OH
Mavars Markets	3	2.8	Golden Dawn Foods, Sharon, PA
Isaly Dairy Stores	10	0.9	Tamarkin Co., Youngstown, OH
Queens Markets	4	0.9	na
		0.8	Golden Dawn Foods, Sharon, PA
OTHER GROCERY STORES			
	262	6.0%	
TOTAL	458	100.0%	

ZANESVILLE

Market Area Covered:
ABC City Zone

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Big Bear	3	60.0%	
Kroger	3	30.0	(Own) Columbus, OH
		30.0	(Own) Columbus, OH
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA Foodliners	6	35.0%	
Foodtown	5	20.0	McLain Grocery, Massillon, OH
		15.0	Creasey Co., Columbus, OH
OTHER GROCERY STORES			
	34	5.0%	
TOTAL	51	100.0%	

na - not available

OKLAHOMA

ENID

Market Area Covered:	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
Home & Garfield Counties			
LEADING CHAINS:		71.0%	
Safeway	3	38.0	Safeway, Oklahoma City, OK
United Super Market	3	32.0	Hale-Halsell, Tulsa, OK
Circle K Food Stores	8	1.0	na
LEADING INDEPENDENTS:		26.0%	
The Boys Super Market	3	26.0	Scrivner, Oklahoma City, OK
OTHER GROCERY STORES	15	3.0%	
TOTAL	32	100.0%	

McALESTER

Market Area Covered:	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
Standard Metropolitan Area			
LEADING CHAINS:		40.0%	
Safeway	1	25.0	(Own) Tulsa, OK
Humpty Supermarkets	1	15.0	(Own) Oklahoma City, OK
VOLUNTARY &/OR COOPERATIVE GROUPS:		10.0%	
IGA	1	10.0	Fleming Co., Oklahoma City, OK
LEADING INDEPENDENTS:		40.0%	
Ray's Market	1	10.0	Fleming Co., Oklahoma City, OK
Danny's Grocery	1	10.0	Hale Halsell Co.
Sixth Street Grocery	1	10.0	Hale Halsell Co.
Allen's Market	1	10.0	na
OTHER GROCERY STORES		10.0%	
Gibson's Market	1	10.0	na
TOTAL	8	100.0%	

na - not available

MUSKOGEE

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Weddle	3	na	Affiliated Foods, Tulsa, OK
Safeway	2	na	(Own) Tulsa, OK
Humpty Dumpty	2	na	Allied Supermks., Okla. City, OK
Milgrams	1	na	A.G. Fleming Inc., Joplin, MO
Gibson Grocery	1	na	Affiliated Foods, Tulsa, OK
Johnson Foods	2	na	Scrivner, Oklahoma City, OK
Bestyet	1	na	Scrivner, Oklahoma City, OK
Muskogee Discount Foods	1	na	Scrivner, Oklahoma City, OK
TOTAL	13		

SHAWNEE

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Handy Dandy (C)	3	na	Tyler & Simpson, Norman, OK
7-Eleven (C)	5	na	Tyler & Simpson, Norman, OK
Wag-A-Bag, Inc. (C)	2	na	Affiliated Foods, Tulsa, OK
Humpty Dumpty	1	na	Allied Foods, Oklahoma City, OK
Happy Snappy (C)	1	na	na
Kwik Stop (C)	2	na	na
Love's Country Store	2	na	na
Shop-N-Go (C)	1	na	McLane, Temple, TX
Safeway	1	na	(Own) Tulsa, OK
LEADING INDEPENDENTS:			
Pratts Foods	4	na	Scrivner-Boogaart, Oklahoma City, OK
Brannon's IGA	1	na	Fleming Food Co., Oklahoma City, OK
Al-James IGA	1	na	Fleming Food Co., Oklahoma City, OK
TOTAL	24		

(C) Convenience Stores
na - not available

TULSA

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		64.0%	
Safeway	28	31.0	(Own) Tulsa, OK
Scrivner	9	9.0	(Own) Oklahoma City, OK
Skaggs	6	8.0	American Stores, Richardson, TX
Family Markets	7	7.0	Griffin Grocery, Van Buren, AK
Sipes	3	4.0	Hale Halsell, Tulsa, OK
Well's Food Market	3	3.0	Fleming Food Co., Okla. City, OK
Humpty Dumpty (Allied)	2	2.0	(Own) Oklahoma City, OK
LEADING CONVENIENCE STORE CHAINS:		7.0%	
Quick-Trip	54	2.0	Affiliated Foods, Tulsa, OK
U-Tote-M	55	2.0	Affiliated Foods, Tulsa, OK
Git'N Go	36	2.0	Hale Halsell, Tulsa, OK
Mako	24	1.0	Affiliated Foods, Tulsa, OK
VOLUNTARY &/OR COOPERATIVE GROUPS:		13.0%	
A-G/Thrift-T-Wise	43	10.0	Affiliated Foods, Tulsa, OK
IGA	2	3.0	Fleming Food Co., Oklahoma City, OK
LEADING INDEPENDENTS:		16.0%	
Oertles Discount	1		na
Yale Discount	1		na
Crosstown Discount	1	16.0	na
Osage Discount	1		na
- TOTAL	278+	100.0%	

na - not available

OREGON

EUGENE

Market Area Covered:	No. of	% of	Principal Supplier
Standard Metropolitan Area	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		70.0%	
Safeway	14	28.0	(Own) Portland, OR
Albertson's	6	15.0	West Coast Grocery Co., Salem, OR
Fred Meyer	3	13.0	(Own) Portland, OR
McKay's	5	8.0	West Coast Grocery Co., Salem, OR
Drive & Save Foods	2	4.0	American Strevell, Portland, OR
Consumer Warehouse Foods (Fred Meyer)	1	2.0	(Own) Portland, OR
LEADING CONVENIENCE STORE CHAINS:		4.0%	
7-Eleven Stores	16	*	na
Dari-Mart	19	2.0	American Strevell, Portland, OR
Grocery Carts, Inc.	15	2.0	West Coast Grocery, Inc., Salem, OR
VOLUNTARY &/OR COOPERATIVE GROUPS:		11.0%	
Walmart	2	7.0	American Strevell, Portland, OR
IGA	2	2.0	West Coast Grocery, Salem, OR
Thriftway	2	2.0	United Grocers, Portland, OR
IGA	1	*	American Strevell, Portland, OR
LEADING INDEPENDENTS:			
Paramount Markets	2	*	Wadhams, Portland, OR
D.J.'s Market	1	*	na
Mark and Pak	2	*	na
OTHER GROCERY STORES	na	15.0%	
TOTAL	93+	100.0%	

na - not available

* Included in "Other Grocery Stores"

MEDFORD

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		40.4%	
Safeway	3	11.2	(Own) Portland, OR
Richard's	5	10.8	Fleming Companies, Portland, OR
Sentry	2	7.2	United Grocers, Medford, OR
U-Mark-It	2	5.4	Fleming Companies, Portland, OR
Albertson's	1	4.8	West Coast Grocery, Salem, OR
Mayfair	1	1.0	West Coast Grocery, Salem, OR
LEADING INDEPENDENTS:		43.6%	
Sherm's	2	38.4	Fleming Companies, Portland, OR
Shop-Rite	1	2.8	United Grocers, Medford, OR
Quality	1	1.4	na
Van Weys	1	0.6	na
Fair City	1	0.4	na
LEADING CONVENIENCE STORE CHAINS:		10.0%	
Minute Markets	8	6.0	na
7-Eleven	6	4.0	na
OTHER GROCERY STORES	33	6.0%	
TOTAL	67	100.0%	

na - not available

SALEM

Market Area Covered:

Standard Metropolitan Area

No. of
Stores

% of
Market's
Grocery
Store Sales

Principal Supplier

LEADING CHAINS:

Safeway

8

60.0%

27.0%

(Own) Portland, OR

Fred Meyer, Inc.

3

15.0

(Own) Portland, OR

Waremart

2

7.0

American Strevell & United
Grocers, Portland, OR

McKays Market

3

5.0

West Coast Grocery, Salem, OR

Albertson's

2

4.0

West Coast Grocery, Salem, OR

Prairie Market

2

2.0

Associated Grocers, Seattle, WA

LEADING CONVENIENCE STORE CHAINS:

Circle K Food Stores

17

6.0%

3.0

McClane's, Kent, WA

Plaid Pantry

10

2.0

American Strevell, Portland, OR

Little Giant

2

1.0

West Coast Grocery, Salem, OR

VOLUNTARY &/OR COOPERATIVE GROUPS:

IGA Stores

8

19.0%

12.0

West Coast Grocery, Salem, OR

Thriftway

5

7.0

United Grocers, Portland, OR

LEADING INDEPENDENTS:

Capital Market

1

5.0%

3.0

American Strevell, Portland, OR

Conner's Central Market

1

2.0

na

OTHER GROCERY STORES

25

10.0%

TOTAL

89

100.0%

na - not available

PENNSYLVANIA

ALLENTOWN

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Acme	21	na	(Own) Philadelphia, PA
Food Lane	21	na	Wetterau Foods Dist., Temple, PA
Super Fresh Food Markets	3	na	A&P, Edison, N.J. & Baltimore, MD
7-Eleven (C)	27	na	Southland Dist. Ctr., Falmouth, VA
WaWa Markets	15	na	Miller & Hartman, Lancaster, PA
Weis Markets	9	na	(Own) Sunbury, PA
Thriftway	7	na	Fleming Cos., Inc., (Phila. Div.), Oaks, PA
Giant	1	na	Super Rite Foods, Inc., Harrisburg, PA
Pensupreme	11	na	DeWitt Wholesale, Syracuse, NY
Jewel T	4	na	No Principal Supplier
Pathmark	1	na	Pathmark, Woodbridge, NJ
Clemen's Markets	4	na	Perloff Bros., Philadelphia, PA
Turkey Hill Minit Market (C)	12	na	Miller & Hartman, Lancaster, PA
Genuardi's	1	na	Fleming Cos., Inc. (Philadelphia Div.), Oaks, PA
Redner's Markets, Inc., The Quality Food People	1	na	Super Rite Foods, Inc., Harrisburg PA
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	20	na	Wetterau Foods Dist., Temple, PA
Shop Rite	2	na	Wakefern Foods Corp., Elizabeth, NJ
Quick Chek	2	na	General Trading, Carlstadt, NJ
LEADING INDEPENDENTS:			
Traub's Market	1	na	Wetterau Foods Dist., Temple, PA
Fairground Farmers Big Market	1	na	United Associated Grocers, Robeson, PA
Schoenen's	2	na	United Associated Grocers, Robeson, PA
Dan Schantz Farm Markets	2	na	Wetterau Foods Dist., Temple, PA
TOTAL	168		

(C) Convenience Stores
na - not available

ALTOONA

Market Area Covered: Blair County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		56.0%	
Riverside Markets	11	28.0	Penn Traffic, DuBois, PA
Weis	2	20.0	(Own) Sunbury, PA
Giant Eagle	1	5.0	(Own) Pittsburgh, PA
Shop 'N Save	1	3.0	Charlie Bros., Greensburg, PA
VOLUNTARY &/OR COOPERATIVE GROUPS:		36.0%	
IGA Foodliners	7	31.0	Reeves Parvin, Huntingdon, PA
Economy A/G	5	3.0	(Own) Altoona, PA
Foodland	2	2.0	Fox Grocery, Belle Vernon, PA
WAREHOUSE OUTLETS:			
U-Save Warehouse Market	1	7.0%	(Own) & Fox Grocery, Belle Vernon, PA
OTHER GROCERY STORES	na	1.0%	
TOTAL	30+	100.0%	

EASTON

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Food Lane	11	na	Thriftway, Philadelphia, PA
A&P	5	na	(Own) Montvale, NJ
Acme	6	na	(Own) Philadelphia, PA
Shop-Rite	5	na	Wakefern Foods, Elizabeth, NJ
Super Fresh	2	na	A&P, Florence, NJ
Weis	1	na	(Own) Sunbury, PA
Giant	1	na	(Own) Carlisle, PA
LEADING CONVENIENCE STORE CHAINS:			
Quik' Chek	5	na	na
Kraussers	3	na	na
7-Eleven	1	na	na
AM/PM Mini Market	1	na	na
Pensupreme	3	na	(Own) Lancaster, PA
LEADING INDEPENDENTS:			
Keppels	3	na	Thriftway, Philadelphia
OTHER GROCERY STORES	327	na	
TOTAL	374	na	

na - not available

ERIE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:-			
Super Duper	10	59.8%	Jamestown, NY
Loblaws	9	32.0	P.J. Schmitt, Sharon, PA
Quality Markets	2	24.5	Quality, Jamestown, NY
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Golden Dawn	11	22.5%	(Own) Sharon, PA
Shur Fine	7	14.3	Olean Wholesale, Olean, NY
LEADING INDEPENDENTS:			
Giant Eagle	4	8.1	Tamarkin, Youngstown, OH
Lawsons (C)	20	4.5	(Own) Akron, OH
Country Fair (C)	12	3.3	P.J. Schmitt, Buffalo, NY
OTHER GROCERY STORES			
	na	2.0%	
TOTAL	80+	100.0%	

HARRISBURG

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Giant	12	73.0%	Carlisle Food Mkt., Carlisle, PA
Weis	16	35.0	(Own) Sunbury, PA
AGP	4	30.0	(Own) Baltimore, MD
Pathmark	1	5.0	(Own) Woodbridge, NJ
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Foodtown & Save Rite	52	12.0%	Louis Lehrman, Harrisburg, PA
IGA	6	5.0	G.H. Delp & Co., Temple, PA
Super Thrift & WFM	2	3.0	P.A. & S. Small, York, PA
AG Stores	63	2.0	Yorktown Whisk, Grocery Co., Harrisburg, PA
CONVENIENCE STORE GROUP:			
Handy Markets	27	4.0%	Convenience Dist., Camp Hill, PA
7-Eleven	12	2.0	na
OTHER GROCERY STORES:			
Konhaus	4	11.0%	(Own) Mechanicsburg, PA
Karns	4	3.0	(Own) Mechanicsburg, PA
Fox's	2	3.0	(Own) Middleton, PA
Pantry Fresh	2	2.0	(Own) Harrisburg, PA
TOTAL	207	100.0%	

na - not available

(C) Convenience Stores

JOHNSTOWN

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Gee Bee	9	na	Fox Grocery, Bell Vernon, PA
Riverside	10	na	Penn Traffic, DuBois, PA
Giant Eagle	6	na	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Shop & Save	4	na	Charlie Bros., Greensburg, PA
AG Stores	13	na	Economy Wholesale, Altoona, PA
IGA/Ideal Food Markets	2	na	Reeves Parvin, Huntingdon, PA
LEADING INDEPENDENTS:			
Conzatti's	1	na	DiLallos, Pittsburgh, PA
Market Basket	1	na	Louis Lehrman, Shiremanstown, PA
Koch Cut Rate	1	na	Louis Lehrman, Shiremanstown, PA
McKee's Market	1	na	Louis Lehrman, Shiremanstown, PA
Whitfield's Shur-Save	1	na	Economy Wholesale, Altoona, PA
TOTAL	49		

na - not available

LANCASTER

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Weis Markets	13	na	(Own) Sunbury, PA
Erb's	2	na	Weis Markets, Sunbury, PA
Giant Food Stores	3	na	(Own) Carlisle, PA
Acme	3	na	(Own) Philadelphia, PA
Oregon Dairy	1	na	United Associated Grocers, Robesonia, PA
Jay's Super Markets	1	na	(Own) York, PA
Stauffers of Kissel Hill	4	na	United Associated Grocers, Robesonia, PA
Bob's Markets	2	na	Louis Lehrman & Son, Shiremanstown, PA
Jewel Tea Discount Grocery	3	na	(Own) Fogelsville, PA
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	10	na	G.H. Delp Co., Temple, PA
Red Rose (incl. Turkey Hill Markets)	125	na	Miller & Hartman Wholesale Grocery Co., Lancaster, PA
Super Thrift Stores	1	na	P.A. & S. Small Co., York, PA
AG Food Stores	70	na	Associated Wholesalers, York, PA
LEADING CONVENIENCE STORE CHAINS:			
Pensupreme Grocerettes	31	na	DeWitt Wholesale, Syracuse, NY
Turkey Hill Minit Market	49	na	Miller & Hartman, Lancaster, PA
AM/PM Mini Markets	3	na	na
7-Eleven	3	na	na
Rutters Farm Stores	2	na	na
TOTAL	326		

na - not available

LEBANON

Market Area Covered: Lebanon County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Weis	1	na	(Own) Sunbury, PA
LEADING CONVENIENCE STORE CHAINS:			
Handy Food	5	na	na
Turkey Hill	8	na	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Associated Wholesalers, Inc.			Robesonia, PA
LEADING INDEPENDENTS:			
Foodland	1	na	Associated Wholesalers, Robesonia, PA
Zweiers	1	na	Associated Wholesalers, Robesonia, PA
OTHER GROCERY STORES:			
Martin's Farm Market	2	na	Associated Wholesalers, Robesonia, PA & Super Rite Foods, Harrisburg, PA
Viozzi's	1	na	Associated Wholesalers, Robesonia, PA
Dutchway	1	na	Associated Wholesalers, Robesonia, PA
Snavely's	1	na	Associated Wholesalers, Robesonia, PA
Valley Food Market	1	na	Associated Wholesalers, Robesonia, PA
Other Stores	25	na	Various Suppliers
TOTAL	45		

na - not available

NORRISTOWN

Market Area Covered: County of Montgomery	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Acme	4	na	(Own) Philadelphia, PA
Genuardi's	7	na	Thriftway Foods, Oaks, PA
Jewel T	1	na	na
7-Eleven (C)	4	na	na
Fiore's	2	na	Thriftway Foods, Oaks, PA
Wa-Wa Food Market	2	na	Thriftway Foods, King of Prussia, PA
Clemen's Market	2	na	Thriftway Foods, Oaks, PA
Plus Discount	1	na	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Thriftway	1	na	(Own) Oaks, PA
Shop Rite	2	na	(Own) Wakefern Food Corp., Elizabeth, NJ
White Marsh Shop & Bag	1	na	na
LEADING INDEPENDENTS:			
Colonial Village Meat Market	2	na	na
Young's Meat Market	1	na	na
Mariani's	1	na	Thriftway Foods, Oaks, PA
Rosenberger's	1	na	na
Clemen's	1	na	na
Al's Cold Cuts	1	na	na
DiRenzo's Market	1	na	na
Zeller's Meats	1	na	na
Murphy's Food Mart	1	na	na
Frozen Food Outlet	1	na	na
Tony's Market	1	na	na
OTHER GROCERY STORES	39		
TOTAL	79		

(C) Convenience Stores
na - not available

READING

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Acme	7	46.6%	(Own) Philadelphia, PA
Weis	6	17.9	(Own) Sunbury, PA
Redner's Tiger Markets	8	10.9	Thriftway, King of Prussia, PA
Pathmark	2	8.3	(Own) Woodbridge, NJ
Jewel-T Discount Grocery	1	7.8	na
Turkey Hill Markets	13	1.7	na
Mr. Food	1	*	Miller & Hartman, Lancaster, PA
Arco AM/PM (C)	8	*	(Own) Lancaster, PA
			na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	10	31.8%	(Own) G.H. Delp Co., Temple, PA
Thriftway	5	16.9	(Own) King of Prussia, PA
Shop Rite	1	8.2	Wakefern Food Corp., Elizabeth, PA
Keyco-Keystone	117	6.7	United Assoc. Grocers, Robeson, PA
		*	
LEADING INDEPENDENTS:			
Keystone Meat Markets	1	*	United Assoc. Grocers, Robeson, PA
DeCarlo Meat Market	1	*	United Assoc. Grocers, Robeson, PA
Weaver's Supermarket	1	*	United Assoc. Grocers, Robeson, PA
Pensupreme Grocerette	9	*	DeWitt Wholesale Co., Syracuse, NY
WaWa	1	*	Miller & Hartman, Lancaster, PA
Briners Food Market	1	*	United Assoc. Grocers, Robeson, PA
			PA
OTHER GROCERY STORES			
	12	21.6%	
TOTAL	205	100.0%	

na - not available

* Included in "Other Grocery Stores"

(C) Convenience Stores

SCRANTON

Market Area Covered:	No. of	% of	Principal Supplier
Lackawanna County	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		47.0%	
Acme Markets (Super Save)	7	26.0	(Own) King of Prussia, PA
Giant Markets	8	10.0	(Own) Scranton, PA
Weis Markets	2	9.0	(Own) Sunbury, PA
Price Chopper	3	2.0	na
VOLUNTARY &/OR COOPERATIVE GROUPS:		37.0%	
Affiliated Foods	102	20.0	(Own) Scranton, PA
Insalaco's	5	9.0	Affiliated Foods, Scranton, PA
IGA	2	5.0	G.H. Delp Co., Temple, PA
Economy Stores	11	3.0	Wyoming Valley Dist., Co., Wilkes Barre, PA
OTHER GROCERY STORES	na	16.0%	
TOTAL	140+	100.0%	

WILKES-BARRE

Market Area Covered:	No. of	% of	Principal Supplier
City & Retail Trading Zone	Stores	Market's Grocery Store Sales	
Luzerne County, PA			
LEADING CHAINS:			
Acme	14	na	(Own) King of Prussia, PA
Pantry Quik (C)	6	na	(Own) Hazelton, PA
Giant	3	na	(Own) Scranton, PA
Weis	4	na	(Own) Sunbury, PA
AM/PM Mini Markets (C)	4	na	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Economy Stores	120	na	Wyoming Valley Dist. Co., Wilkes Barre, PA
Fairway	80	na	Duryea, PA
IGA	4	na	G.H. Delp Co., Temple, PA
LEADING INDEPENDENTS:			
Insalaco's Supermarkets	5	na	Affiliated Foods, Scranton, PA
Sunshine Markets	3	na	Scott Grocery, Wilkes-Barre, PA
Shoprite	1	na	Wakefern Food Corp., Elizabeth, NJ
Daring's Market	1	na	na
Johnny's Market	1	na	na
W.E. Bonnice & Sons	1	na	na
Fetch's Markets	2	na	Affiliated Foods, Scranton, PA
TOTAL	250		

(C) Convenience Stores
na - not available

YORK

Market Area Covered:	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
York County			
LEADING CHAINS:			
Weis	8	47.0%	
Giant	3	20.0	(Own) Sunbury, PA
A&P	1	13.0	Carlisle, PA
Pathmark	1	9.0	(Own) Baltimore, MD
Safeway	1	3.0	(Own) Woodbridge, NJ
		2.0	(Own) Landover, MD
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Super Thrift	75	31.0%	
AG	150	20.0	P.A. & S. Small Co., York, PA
		11.0	Assoc. Wholesalers, Inc., York; PA
OTHER GROCERY STORES			
	na	22.0%	
TOTAL	239+	100.0%	

RHODE ISLAND

NEWPORT

Market Area Covered:		No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
ABC City & Retail Trading Zone				
LEADING CHAINS:				
Almac's	1	21.0%	(Own) Providence, RI	
Stop & Shop	2	11.0	(Own) S. Boston, MA	
Star Market	1	8.0	(Own) Norwood, MA	
Morses Food Mart	1	7.0	(Own) Canton, MA	
Grand Central	1	6.0	na	
A&P	2	4.0	(Own) Boston, MA	
LEADING CONVENIENCE STORE CHAINS:				
Cumberland Farms	7	na	Canton, MA	
Dairy Mart	6	na	Dolep Bros., Chicopee, MA	
TOTAL	21	*		

na - not available

* Does not add to 100% due to the fact that the percent of sales for certain stores was not available.

PAWTUCKET

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Almacs	7	31.0%	(Own) E. Providence, RI
Star Market	3	13.0	(Own) Cambridge, MA
Stop & Shop	4	10.0	(Own) S. Boston, MA
Wonder/Big Discount	1	3.0	na
OTHER GROCERY STORES			
Valueland	1	6.5	(Own) Canton, MA
Dumas Bros. IGA Foodline	2	2.0	Roger Williams, Cumberland, RI
Morse Food Mart	1	1.0	(Own) Canton, MA
Cumberland Farms (C)	18	na	na
Dairy Mart (C)	10	na	na
Sunnybrook Farms (C)	8	na	na
Li'l General (C)	1	na	na
TOTAL	56	*	

* Does not add to 100% due to the fact that the percent of sales for certain stores was not available.

Figures are for all of Providence County, RI

na - not available

(C) Convenience Stores

SOUTH CAROLINA

ANDERSON

Market Area Covered: Anderson County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Bi-Lo	11	75.0%	Bi-Lo Warehouse, Mauldin, SC
Winn-Dixie	16	30.0	(Own) Greenville, SC
Ingles	12	24.0	Merchants Distributors, Hickory, NC
Krøger	2	15.0	(Own) Charlotte, NC
A&P	2	4.0	(Own) Charlotte, NC
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Associated Grocers	200*	2.0	(Own) Greenville, SC
Dexter Grocery Co.	200*	7.0	(Own) Anderson, SC
Thomas & Howard	50*	5.0	(Own) Greenville, SC
LEADING INDEPENDENTS	11	14.0%	
OTHER GROCERY STORES (Including Convenience Stores)	28	5.0%	
TOTAL	529	6.0%	

* Represents the number of stores served.

CHARLESTON

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Bi-Lo	9	49.0%	(Own) Mauldin, SC
Winn-Dixie	7	16.0	(Own) Greenville, SC
Kroger	6	14.0	(Own) Atlanta, GA
Harris Teeter	3	10.0	(Own) Charlotte, NC
Food Lion	5	5.0	(Own) Salisbury, NC
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Piggly Wiggly	24	37.0%	(Own) Charleston Hgts., SC
Red & White	5	51.0	Wetterau Food, N. Charleston, SC
IGA	4	5.0	W. Lee Flowers, Lake City, SC
LEADING INDEPENDENTS:			
Doscher's	14	11.0%	Thomas & Howard, Columbia, SC
OTHER GROCERY STORES			
	na	3.0%	
TOTAL	77+	100.0%	

COLUMBIA

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Winn-Dixie	11	96.5%	(Own) Greenville, SC
Food Lion	11	19.0	Salisbury, NC
Piggly Wiggly	16	17.0	(Own) Charleston, SC
Bi-Lo	7	17.0	(Own) Greenville, SC
Kroger	5	16.0	(Own) Charlotte, NC
Family Mart (A&P)	2	14.0	MDI, Hickory, NC
Giant Food World	7	6.0	(Own) Columbia, SC
A&P	3	5.0	(Own) Charlotte, NC
OTHER GROCERY STORES			
	na	2.5	
TOTAL	62+	100.0%	

na - not available

GREENVILLE-SPARTANBURG

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		68.0%	
Bi-Lo	28	21.0	(Own) Mauldin, SC
Winn-Dixie	26	20.0	(Own) Greenville, SC
Ingles	16	13.0	(Own) Asheville, NC
Community Cash	29	11.0	(Own) Spartanburg, SC
The Family Mart	2	3.0	(Own) Atlanta, GA
Mr. Zip (C)	32	*	Spartanburg, SC
The Pantry (C)	41	*	Greenville, SC
Fast Fare (C)	45	*	Thomas & Howard, Columbia, SC
Handee Food Mart (C)	17	*	Greenville, SC
Majik Markets (C)	6	*	Munford, Atlanta, GA
VOLUNTARY &/OR COOPERATIVE GROUPS:		4.0%	
Associated Grocery	150	4.0	(Own) Greenville, SC
LEADING INDEPENDENTS:		3.0%	
Kash & Karry	1	3.0	(Own) Greenville, SC
OTHER GROCERY STORES	na	25.0%	
TOTAL	395+	100.0%	

SOUTH DAKOTA

HURON

Market Area Covered:	No. of	% of	
ABC City Zone	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		69.5%	
Randall Super Valu	1	60.0	(Own) Mitchell, SD
Red Owl	1	9.5	(Own) Minneapolis, MN
LEADING INDEPENDENTS:		25.5%	
Holiday Foods	1	15.0	na
Farmer's Market	1	10.5	Nash-Finch, SD
OTHER GROCERY STORES	na	5.0%	
TOTAL	4+	100.0%	

(C) Convenience Stores

na - not available

* Included in "Other Grocery Stores"

RAPID CITY

Market Area Covered:	No. of	% of	
Home County, Pennington County	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		60.0%	
Safeway	3	29.0	(Own) Denver, CO
Family Thrift Center	2	11.0	Nash-Finch, Rapid City, SC
K-Mart	1	10.0	Super Value, Bismarck, ND
Scooper Dooper	5	8.0	Gen. Whsl. Co., Norfolk, NE
Albertson's	1	2.0	(Own) Omaha, NE
VOLUNTARY &/OR COOPERATIVE GROUPS:		19.0%	
Piggly Wiggly	5	19.0	Prairie Market, Nash-Finch, Rapid City, SD
OTHER GROCERY STORES	8	21.0%	
TOTAL	25	100.0%	

TENNESSEE

CHATTANOOGA, TENN.-GA.

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:			
Red Food Stores	27	na	(Own) Chattanooga, TN
Pruitts Food Town	11	na	Ragland Bros., Chattanooga, TN
Consumer Warehouse	3	na	Bruno's Inc., Birmingham, AL
Shop-Rite	3	na	Ragland Bros., Chattanooga, TN
Kroger	7	na	(Own) Atlanta, GA
LEADING CONVENIENCE STORE CHAINS:			
Golden Gallon	65	na	Canton Wholesale, Canton, GA
Favorite Markets	17	na	Various
Majik Markets	15	na	Munford Inc., Atlanta, GA
Handy Andy Pantries	12	na	Various
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Dixie Savings Stores	240	na	(Own) Chattanooga, TN
TOTAL	400		

na - not available

JACKSON

Market Area Covered:	No. of	% of	
ABC City Zone, Madison County	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		66.0%	
Liberty	4	25.0	Jackson Fruit Co., Jackson, TN
Kroger	2	20.0	(Own) Memphis, TN
Sunflower	2	12.0	Lewis Groc. Co., Indianola, MS
Pic Pac	2	5.0	Malone & Hyde, Memphis, TN
Q-Mart (C)	9	4.0	P.A. Clayton, Memphis, TN
VOLUNTARY &/OR COOPERATIVE GROUPS:		17.0%	
E.W. James & Sons	2	10.0	Malone & Hyde, Memphis, TN
Piggly Wiggly	2	6.0	Malone & Hyde, Memphis, TN
Clover Farm	1	1.0	P.A. Clayton, Memphis, TN
LEADING INDEPENDENTS:		12.0%	
Camp's	1	7.0	Malone & Hyde, Memphis, TN
Super Save	2	3.0	P.A. Clayton, Memphis, TN
G&L Meats	2	1.0	Malone & Hyde, Memphis, TN
Highland Park	1	1.0	Malone & Hyde, Memphis, TN
OTHER GROCERY STORES	53	5.0%	
TOTAL	83	100.0%	

KINGSPORT

Market Area Covered:	No. of	% of	
ABC City Zone	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		98.0%	
Oakwood Super Markets	6	26.0	na
Giant Food	4	25.0	(Own) Kingsport, TN
Kroger	2	12.5	(Own) Kingsport, TN
Winn-Dixie	2	12.0	(Own) Greenville, SC
Food City	3	10.0	na
Ingles	1	4.5	na
Food Lion	1	4.0	na
Buy Food For Less	1	2.0	Pay Cash Groc. Co., Knoxville, TN
Jiffy Markets	8	1.0	na
Minute Markets	8	1.0	Pay Cash Groc. Co., Knoxville, TN
Roadrunner Markets (C)	3	na	na
OTHER GROCERY STORES	na	2.0%	
TOTAL	39+	100.0%	

(C) Convenience Stores
na - not available

KNOXVILLE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		91.0%	
Kroger	14	40.0	(Own) Nashville, TN
White Store	24	20.0	(Own) Nashville, TN
Winn-Dixie	13	16.0	(Own) Greenville, TN
Giant Food Store	7	5.0	na
AGP	4	3.0	(Own) Atlanta, GA
Food Plus	6	2.0	(Own) Atlanta, GA
Hop-In Food Stores	14	1.0	Pay Cash Groc., Co., Knoxville, TN
Convenient (C)	14	1.0	The H.J. Hackney Co., Knoxville, TN
Ingles	3	1.0	(Own) Swannanoa, NC
Weigel's (C)	30	1.0	(Own) Powell, TN
Bi-Lo	2	0.5	(Own) Mauldin, SC
Quick Stop Stores (C)	2	0.2	na
7-Eleven (C)	8	0.1	na
Pilot Food Stores	11	0.1	na
Handy Dandy Food Mkts.	6	0.1	na
LEADING INDEPENDENTS:			
Cox & Wright Food Basket	3	*	na
Norris Food Market	1	*	na
OTHER GROCERY STORES			
	226	9.0%	
TOTAL	388	100.0%	

OAK RIDGE

Market Area Covered: ABC City Zone (Anderson County)	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		90.0%	
AGP	1	25.0	(Own) Atlanta, GA
Kroger	1	24.0	(Own) Nashville, TN
Superior	1	14.0	Laurel Groc. Co., East Bernhart, KY
White Stores	2	13.0	(Own) Knoxville, TN
Winn-Dixie	1	13.0	(Own) Greenville, SC
Ingles Super Market	1	1.0	(Own) Asheville, NC
LEADING INDEPENDENTS:			
		10.0%	
Anderson's Hilltop Market	1	5.0	Malone-Hyde, Nashville, TN
Bruher Food Center	1	5.0	H.T. Hackney, Nashville, TN
TOTAL	9	100.0%	

(C) Convenience Stores

na - not available

* Included in "Other Grocery Stores"

TEXAS

ABILENE

Market Area Covered:	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
ABC City Zone			
LEADING CHAINS:		91.0%	
Safeway Stores	4	30.0	(Own) Dallas, TX
Super Duper	8	28.0	Fleming, San Antonio, TX
Albertson's Southco	1	19.0	Waples West, Lubbock, TX
Furr Food	2	8.0	(Own) Lubbock, TX
M-System	3	6.0	(Own) San Angelo, TX
OTHER GROCERY STORES	na	9.0%	
TOTAL	18+	100.0%	

AMARILLO

Market Area Covered:	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
Standard Metropolitan Area			
LEADING CHAINS:		97.0%	
United Food	7	33.0	Waples West, Lubbock, TX
Albertson's Southco	2	23.0	Waples West, Lubbock, TX
Safeway	3	21.0	Oklahoma City & Amarillo, TX
Furr Food	10	20.0	(Own) Lubbock, TX
OTHER GROCERY STORES	na	3.0%	
TOTAL	22+	100.0%	

na - not available

AUSTIN

Market Area Covered:
ABC City Zone

No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
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LEADING CHAINS:

H.E.B.	17	79.0%	(Own) Corpus Christi, TX
Safeway	18	27.8	(Own) Houston, TX
Tom Thumb	9	21.1	(Own) Austin, TX
Skaggs	3	9.4	(Own) Richardson, TX
Market Basket	4	9.0	Warehouse Grocery, Houston, TX
Minimax	4	4.3	Fleming Foods, San Antonio, TX
Warehouse Grocery	2	3.2	na
Krogers	1	2.8	na
		1.4	na

LEADING INDEPENDENTS:

Sun Harvest	2	16.2%	na
Whole Foods	2	5.6	na
Foodland	3	4.3	Grocers Supply Co., Houston, TX
Kash Karry	6	3.4	Brenham Wholesale Grocery, Inc., Brenham, TX
		2.9	

OTHER GROCERY STORES:

Ballard's (C)	13	4.8%	McLane Co., Temple, TX
Minit Mart	10		McLane Co., Temple, TX
7-Eleven (C)	42		Southland Corp., Tyler, TX
Stop & Go	30		McLane Co., Temple, TX
Barclays	12	4.8	na
U-Tote-M (C)	58		McLane Co., Temple, TX
Neil One Stop	8		McLane Co., Temple, TX
Others	141		Various Suppliers

TOTAL	385	100.0%
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(C) Convenience Stores
na - not available

BEAUMONT

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		47.0%	
Market Basket	17	30.0	Grocers Supply, Houston, TX
Kroger	2	8.0	(Own) Houston, TX
Safeway	5	5.0	(Own) Houston, TX
Albertson's	1	4.0	(Own) Richardson, TX
VOLUNTARY &/OR COOPERATIVE GROUPS:		35.0%	
Grocers Supply	70	15.0	Houston, TX
Affiliated Stores (A-G Stores)	38	7.0	Dallas, TX
Gerland's	4	5.0	Grocers Supply, Houston, TX
Malone & Hyde	20	5.0	Beaumont, TX
Fleming Foods	9	2.0	Houston, TX
Schepp's	10	1.0	Houston, TX
LEADING INDEPENDENTS:		4.0%	
Speirs Discount	4	4.0	Malone & Hyde
OTHER GROCERY STORES:		14.0%	
Howard Hatfield	2	6.0	Affiliated Foods
Lucky/Gemco	1	2.0	Grocers Supply, Houston, TX
O'Bannon's	16	2.0	Grocers Supply, Houston, TX
Howard's Superettes	11	1.0	Affiliated Foods
Cliff's	18	1.0	Grocers Supply, Houston, TX
Judice's French Market	2	1.0	Affiliated Foods
King-Saver	1	1.0	na
TOTAL	231	100.0%	

na - not available

BROWNSVILLE-HARLINGEN

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
H.E.B.	23	80.0%	
Valley Mart	14	45.0	(Own) Corpus Christi, TX
Carl's	7	25.0	Scrivner, Donna, TX
		10.0	Scrivner, Donna, TX
LEADING INDEPENDENTS:			
King Mart	2	*	na
Scurlock's	3	*	na
Calzada's	2	*	na
Lopez	3	*	na
Val-U-Fair	1	*	na
LEADING CONVENIENCE STORE CHAINS:			
7-Eleven	1	*	na
OTHER GROCERY STORES			
	na	20.0%	na
TOTAL	56+	100.0%	

BRYAN

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Safeway	4	78.0%	
Kroger	2	32.0	(Own) Houston, TX
Skaggs	1	23.0	(Own) Houston, TX
Piggly Wiggly	3	12.0	(Own) Richardson, TX
Maviel's	1	8.0	Malone & Hyde, Beaumont, TX
		3.0	Schepps, Houston, TX
OTHER GROCERY STORES			
(Not including Convenience Stores)	25	22.0%	na
TOTAL	36	100.0%	

* Included in "Other Grocery Stores"
na - not available

CORPUS CHRISTI

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
H.E. Butt	19	87.0%	(Own) Corpus Christi, TX
Kroger	3	50.0	(Own) Houston, TX
Handy Andy	5	22.0	(Own) San Antonio, TX
Albertson's	1	10.0	Malone & Hyde, Beaumont, TX
JFM Stores	3	4.0	L.L. Harris Wholesale, Corpus Christi, TX
Foodland	2	1.0	na
LEADING INDEPENDENTS:			
Super Mex Stores	4	2.0%	Fleming Wholesale, San Antonio, TX
OTHER GROCERY STORES:			
Maverick Markets	37	11.0%	Groce-Wearden, Victoria, TX
7-Eleven (C)	20	11.0	(Own) Tyler, TX
Circle K	27		McLane Wholesale, Temple, TX
Independents	na		L.L. Harris Wholesale, Corpus Christi, Texas & Groce-Wearden, Victoria, TX
TOTAL	121+	100.0%	

(C) Convenience Stores
na - not available

EL PASO

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		71.0%	
Safeway	12	32.0	(Own) El Paso, TX
Texas Skaggs	3	13.0	Western Grocers, Albuquerque, NM
Save and Gain--Bag & Save (Furrs)	7	11.0	(Own) Lubbock, TX
Furr's Super Mkts.	5	8.0	(Own) Lubbock, TX
Smith's Food King	3	4.0	Tri-State Assoc., El Paso, TX
United Food	4	2.0	Tri-State Assoc., El Paso, TX
Albertson's-Las Cruces	1	1.0	Waples West, Lubbock, TX
LEADING CONVENIENCE STORE CHAINS:			
Circle K	34	na	McLane Co., Temple, TX
7-Eleven	19	na	McLane Co., Temple, TX
VOLUNTARY &/OR COOPERATIVE GROUPS:		8.0%	
Shur Save	10	8.0	Tri-State Assoc., El Paso, TX
LEADING INDEPENDENTS:		15.0%	
Big 8 Stores	6	9.0	Tri-State Assoc., El Paso, TX
Food City-El Rancho	6	6.0	Tri-State Assoc., El Paso, TX
OTHER GROCERY STORES	na	6.0%	
TOTAL	110+	100.0%	

na - not available

GALVESTON

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Gerland's Food Fair	3	na	Grocers Supply, Houston, TX
Kroger's	1	na	(Own) Houston, TX
Safeway	2	na	(Own) Houston, TX
LEADING INDEPENDENTS:			
Alderigi Bros.	1	na	na
Menotti's	1	na	na
Micheletti's	2	na	na
D'Ambra Bros.	2	na	na
West End Grocery	1	na	na
Allen's Food King	1	na	na
OTHER GROCERY STORES:			
7-Eleven (C)	12	na	Southland Corp., Houston, TX
U-Tote-M (C)	7	na	na
Stop-N-Go	4	na	na
TOTAL	37		

LAREDO

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
HEB Food Stores	4	38.0%	
Kroger Food Stores	1	30.0	(Own) Corpus Christi, TX
Warehouse	2	8.0	(Own) Houston, TX
		na	na
LEADING INDEPENDENTS:			
Tony's Supermarket	2	38.0%	
Alfredo Santo Grocery	1		
El Rio	1		
Jitney Jungle	1	38.0	Various Suppliers
Santos River Drive Mall	1		
OTHER GROCERY STORES			
	na	24.0%	
TOTAL	13+	100.0%	

(C) Convenience Stores
na - not available

LUBBOCK

Market Area Covered:	No. of	% of	Principal Supplier
Standard Metropolitan Area	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		97.0%	
United	11	38.0	Waples-West, Lubbock, TX
Albertson's-Southco	3	31.0	Waples-West, Lubbock, TX
Furr Food	10	19.0	(Own) Oklahoma City, OK
Save 'N Gain	2	9.0	(Own) Lubbock, TX
OTHER GROCERY STORES	na	3.0%	
TOTAL	26+	100.0%	

MIDLAND

Market Area Covered:	No. of	% of	Principal Supplier
Standard Metropolitan Area	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		97.0%	
Albertson's Southco	2	37.0	Waples-West, Lubbock, TX
Safeway	2	25.0	(Own) El Paso, TX
Gibson's	1	15.0	Waples West, Lubbock, TX
Furr Food	2	14.0	(Own) Lubbock, TX
M-System	3	6.0	(Own) San Angelo, TX
OTHER GROCERY STORES	na	3.0%	
TOTAL	10+	100.0%	

na - not available

ODESSA

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Albertson's Southco	1	91.0%	
Furr's	3	30.0	Waples-West, Lubbock, TX
Gibson's	3	17.0	(Own) Lubbock, TX
Safeway	3	17.0	Waples-West, Lubbock, TX
Serv All Thriftway	3	12.0	(Own) El Paso, TX
Foodway	4	6.0	Affiliated Foods, Amarillo, TX
M-System	3	5.0	Fleming, San Antonio, TX
7-Eleven (C)	1	4.0	(Own) San Angelo, TX
Colonial	23	na	Tri-State, San Antonio, TX
	25	na	(Own) San Angelo, TX
LEADING INDEPENDENTS:			
Everybody's	2	3.0%	
Odessa Frozen Foods	1	3.0	Affiliated Foods, Amarillo, TX
		na	na
OTHER GROCERY STORES			
	na	6.0%	
TOTAL	69+	100.0%	

(C) Convenience Stores
na - not available

PORT ARTHUR

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>37.0%</u>	
Safeway	4	29.0	(Own) Houston, TX
King Saver	1	8.0	Associated Grocer, Dallas, TX
LEADING CONVENIENCE STORE CHAINS:			
		<u>3.0%</u>	
Cliff's 7-11	8	1.5	Grocers Supply, Houston, TX
Howard's Superette	5	0.5	Grocers Supply, Houston, TX
Jif-E-Mart	4	0.5	Grocers Supply, Houston, TX
Sak-N-Pak	10	0.5	Grocers Supply, Houston, TX
VOLUNTARY &/OR COOPERATIVE GROUPS:			
		<u>52.0%</u>	
Market Basket	11	41.0	Grocers Supply, Houston, TX
Discount Foods	2	6.0	Malone & Hyde, Beaumont, TX
Judice's	2	3.0	Assoc. Grocers, Dallas, TX
Howdy Doody	1	2.0	na
LEADING INDEPENDENTS:			
		<u>8.0%</u>	
Piggy Bank	1	3.0	Grocers Supply, Houston, TX
J&L Foods	1	1.0	Grocers Supply, Houston, TX
Andy's Super Market	1	1.0	Grocers Supply, Houston, TX
Blackies Food Market	1	1.0	Grocers Supply, Houston, TX
Cothams	1	1.0	Assoc. Grocers, Dallas, TX
Howdy Dowdy Food Stores	1	0.5	Grocers Supply, Houston, TX
Glen's 7-Eleven	2	0.5	Grocers Supply, Houston, TX
TOTAL	56	100.0%	

na - not available

SAN ANGELO

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
M-System	3	82.5%	(Own) San Angelo, TX
Safeway	2	21.0	(Own) Dallas, TX
Winn-Dixie	2	18.0	(Own) Fort Worth, TX
Albertson's-Southco	1	16.0	Waples Platter Co., Ft. Worth, TX
Furr's	1	15.5	(Own) Lubbock, TX
Skaggs Alpha-Beta	1	12.0	Waples Platter Co., Ft. Worth, TX
LEADING CONVENIENCE STORE CHAINS:			
Town & Country	11	na	(Own) San Angelo, TX
Colonial Food	5	na	na
LEADING INDEPENDENTS:			
Harry's	1	5.0%	Affiliated Food, Dallas, TX
Abbott's	1	3.0	Affiliated Food, Dallas, TX
OTHER GROCERY STORES			
	na	2.0	
TOTAL	28+	100.0%	

TEMPLE

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
H.E.B.	3	53.0%	(Own) Corpus Christi, TX
Safeway	1	20.0	(Own) Oakland, CA
Albertson's	1	15.0	na
7-Eleven (C)	10	13.0	Southland Corp., Dallas, TX
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Glidden's Red & White	1	26.0%	McLane Co., Temple, TX
Zippy	7	7.0	McLane Co., Temple, TX
Piggly Wiggly	1	6.0	Malone & Hyde, Beaumont, TX
Minimax	1	5.0	Fleming Company
Smith's Red & White	1	5.0	McLane Co., Temple, TX
LEADING INDEPENDENTS:			
King Saver Food	2	12.0%	Affiliated Grocers, Dallas, TX
Strausburger's	1	7.0	Affiliated Grocers, Dallas, TX
Lavendusky	1	3.0	Affiliated Grocers, Dallas, TX
King's Grocery	1	1.0	McLane Co., Temple, TX
OTHER GROCERY STORES			
	17	9.0%	
TOTAL	48	100.0%	

(C) Convenience Stores
na - not available

TYLER

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Brookshires-B-Mart	11	na	(Own) Tyler, TX
Safeway	2	na	(Own) Garland, TX
Gibson Discount	2	na	(Own) Tyler, TX
Kroger	2	na	(Own) Irving, TX
Skaggs-Alpha Beta	1	na	(Own) Dallas, TX
LEADING CONVENIENCE STORE CHAINS:			
Cabell's	6	na	Southland Corp., Dallas, TX
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Affiliated			Dallas, TX
LEADING INDEPENDENTS:			
Graham Foods	3	na	Affiliated Foods, Dallas, TX
Baird's Big Star	1	na	Affiliated Foods, Dallas, TX
A&B Foods	1	na	Affiliated Foods, Dallas, TX
Odom Foods	1	na	Affiliated Foods, Dallas, TX
Lovin's Food	1	na	Affiliated Foods, Dallas, TX
Phillips	1	na	Tyler, TX
Whitaker	1	na	Tyler, TX
OTHER GROCERY STORES	93	na	
TOTAL	126		

WACO

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		72.0%	
H.E.B. Food Stores	5	29.0	(Own) Corpus Christi, TX
Safeway	5	22.5	(Own) Dallas, TX
Skaggs	1	15.0	(Own) Dallas, TX
Winn-Dixie	1	3.0	(Own) Fort Worth, TX
United Super Market	2	1.5	Fleming, San Antonio, TX
Jewel T	1	1.0	(Own)
LEADING CONVENIENCE STORE CHAINS:			
		10.0%	
7-Eleven	28	7.0	Southland Corp., Dallas, TX
Zippy Food Stores	15	3.0	McLane Co., Temple, TX
VOLUNTARY &/OR COOPERATIVE GROUPS:			
		17.0%	
Piggly Wiggly	6	15.0	Malone & Hyde, Beaumont, TX
A-G Food Stores	7	2.0	Affiliated Food Stores, Dallas, TX
OTHER GROCERY STORES	na	1.0%	
TOTAL	71+	100.0%	
na - not available			

VERMONT

BURLINGTON

Market Area Covered: Chittenden County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		88.9%	
Grand Union	9	36.3	(Own) Waterford, NY
P&C	4	22.5	Cross Co., White River Jct., VT
Martin's	2	22.0	Hannaford Bros., Portland, ME
A&P	1	8.3	(Own) Springfield, MA
VOLUNTARY &/OR COOPERATIVE GROUPS:		1.5%	
IGA	7	1.5	Wetterau Foods, Keene, NH
LEADING INDEPENDENTS:		6.5%	
Kennett's IGA	1	6.5	Wetterau Foods, Keene, NH
OTHER GROCERY STORES	40	3.1%	
TOTAL	64	100.0%	

RUTLAND

Market Area Covered: Rutland County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		51.0%	
Grand Union	5	25.0	(Own) Waterford, NY
Martins	1	14.0	Hannaford Bros., Portland, ME
First National	2	12.0	(Own) Somerville, MA
VOLUNTARY &/OR COOPERATIVE GROUPS:		3.0%	
IGA	1	3.0	Wetterau Foods, Keene, NH
LEADING INDEPENDENTS:		6.0%	
California Fruit	1	3.0	The Cross Co., White River Jct., VT
Humiston Market Place	1	2.0	The Cross Co., White River Jct., VT
South End Food Market	1	1.0	The Cross Co., White River Jct., VT
OTHER GROCERY STORES	45	40.0%	
TOTAL	57	100.0%	

VIRGINIA**DANVILLE**Market Area Covered:
ABC City Zone

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Kroger	2	na	(Own) Roanoke, VA
Food World	1	na	(Own) High Point, NC
Winn-Dixie	2	na	(Own) Raleigh, NC
Big Star	1	na	Colonial Stores, Raleigh, NC
Piggly Wiggly	1	na	Malone & Hyde, Salem, VA
Food Lion	3	na	(Own) Salisbury, NC
Hop In (C)	4	na	Thomasson Howard, Hickory, NC
Kwik Shop (C)	3	na	J.W. Wyatt & Co., Danville, VA
Quick-N-Plenty (C)	2	na	J.W. Wyatt & Co., Danville, VA
Quick-Chek (C)	2	na	J.W. Wyatt & Co., Danville, VA
LEADING INDEPENDENTS:			
Wyatt & Hall Foods	1	na	J.W. Wyatt & Co., Danville, VA
Midtown	1	na	J.W. Wyatt & Co., Danville, VA
South Main Produce	1	na	J.W. Wyatt & Co., Danville, VA
Best Way	1	na	(Own) Greensboro, NC
Eddie's Supermarket	1	na	Richfood, Richmond, VA
Old Dutch	4	na	J.W. Wyatt & Co., Danville, VA
OTHER GROCERY STORES	105	na	
TOTAL	135		

(C) Convenience Stores
na - not available

LYNCHBURG

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Food Town	11	64.0%	Richfood, Richmond, VA
Winn-Dixie	6	22.0	(Own) Raleigh, NC
Kroger	4	18.0	(Own) Roanoke, VA
Big Star Markets	2	13.0	Colonial Store, Raleigh, NC
A&P	1	8.0	(Own) Richmond, VA
Food Lion	3	3.0	(Own) Salisbury, NC
LEADING CONVENIENCE STORE CHAINS:			
7-Eleven	8	2.0%	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Quality Good Co-op		*	(Own) Lynchburg, VA
Hill City Wholesale Co.		*	(Own) Lynchburg, VA
LEADING INDEPENDENTS:			
Virginia Markets	1	*	(Own) Salem, VA
Big Horn Quality Foods Corp.	3	*	(Own) Lynchburg, VA
Fairway	2	*	(Own) Lynchburg, VA
OTHER GROCERY STORES	na	34.0%	
TOTAL	41+	100.0%	

NEWPORT NEWS

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Farm Fresh	6	77.5%	Richfoods, Richmond, VA
Pantry Pride	6	23.4	(Own) Baltimore, MD
Giant Open Air	4	14.3	(Own) Norfolk, VA
Be-Lo	6	14.1	Economy Stores, Norfolk, VA
Food Lion	3	9.7	(Own) Salisbury, NC
Safeway	5	7.1	(Own) Richmond, VA
A&P	3	5.9	(Own) Richmond, VA
LEADING INDEPENDENTS:			
Lou Smith	6	19.5%	Richfoods, Richmond, VA
OTHER GROCERY STORES	164	19.5	
TOTAL	203	3.0%	
		100.0%	

na - not available

* Included in "Other Grocery Stores"

NORFOLK-VA. BEACH-PORTSMOUTH, VA.-N.C.

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		30.3%	
Food Lion	14	7.8	(Own) Salisbury, NC
7-Eleven (C)	142	6.0	Tidewater Whlsl., Norfolk, VA
Safeway	8	4.9	(Own) Richmond, VA
Pantry Pride	7	4.5	(Own) Baltimore, MD
A&P	10	4.4	(Own) Richmond, VA
Winn-Dixie	4	2.7	(Own) Raleigh, NC
VOLUNTARY &/OR COOPERATIVE GROUPS:		57.8%	
Economy Stores Inc., total	160		(Own) Norfolk, VA
(including: Be-Lo	30	12.0	Economy Stores, Norfolk, VA
Earles)	8	7.1	Economy Stores, Norfolk, VA
Giant Open Air	12	16.4	Bisese & Consol Inc., Norfolk, VA
Tinee Giant (C)	29	1.0	Bisese & Consol Inc., Norfolk, VA
Richmond Food Stores, Inc., total			
(including: Farm Fresh	11	20.6	Richmond Food Stores
Boulevard)	2	0.7	Richmond Food Stores
OTHER GROCERY STORES	345	11.9%	
TOTAL	782	100.0%	

(C) Convenience Stores

PETERSBURG-COLONIAL HEIGHTS

Market Area Covered:		% of	
Standard Metropolitan Area	No. of	Market's	
	Stores	Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		41.3%	
Safeway Stores	4	22.5	(Own) Chester, VA
A&P	1	6.5	(Own) Richmond, VA
Pantry Pride	1	6.3	(Own) Norfolk, VA
Winn-Dixie	2	4.2	na
7-Eleven (C)	11	1.8	na
Price Slasher	1	na	Own (Safeway) Chester, VA
Food Lion	2	na	(Own) Salisbury, NC
Sun Supermarkets	1	na	Pantry Pride, Norfolk, VA
LEADING INDEPENDENTS:		13.8%	
Harrison's Market	2	13.8	Richfood, Richmond, VA
Produce Center #2	1		
Hines Food Center	1		
Liberty Food Market	1		
Young's Super Market	1		
Edgehill Super Market	1		
Ettrick Super Market	1		
Gates Foodland	1		
Julian A. Pugh's Super Market	1		
Lou Weiner's Food Market	1		
Dinwiddie Super Market	1		
I.G.A. Blue Ridge Grocery	1		
Robinson's Market	1		
Try Me Grocery	1		
Fifth Ward Grocery	1		
Moogalian's Super Market	1		
Matoaca Supermarket	1		
Goin's Bi-Rite Food Stores	1		
Ukrops	2		
OTHER GROCERY STORES	44	44.9%	
TOTAL	88	100.0%	

(C) Convenience Stores
na - not available

RICHMOND

Market Area Covered: Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Safeway	26	49.0%	
A&P	11	25.0	(Own) Richmond, VA
Winn-Dixie	5	11.0	(Own) Richmond, VA
		3.0	(Own) Raleigh, NC
VOLUNTARY &/OR COOPERATIVE GROUPS*:			
Richfood:		42.0%	
Ukrops	13	29.0	(Own) Richfood, Richmond, VA
Pantry Pride	5	5.0	
Lukbards	6	3.0	
Foodtown	3	2.0	
Farm Fresh	2	2.0	
Siegels	5	1.0	
OTHER GROCERY STORES			
	5	9.0%	
TOTAL	81	100.0%	

ROANOKE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Kroger	11	96.0%	
Mick-or-Mack	11	55.0	(Own) Salem, VA
Food Lion	4	13.0	(Own) Salem, VA
Winn-Dixie	7	9.0	(Own) Salisbury, NC
Food World	3	8.0	(Own) Raleigh, NC
Thriftway	3	7.0	Malone & Hyde, Salem, VA
Sureway Bestway	5	2.0	Richmond Foods, Richmond, VA
		2.0	Malone & Hyde, Salem, VA
OTHER GROCERY STORES			
	226	4.0%	
TOTAL	270	100.0%	

* Surveyed stores only.

WASHINGTON

BREMERTON

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Shop-Rite	4	na	West Coast Grocery, Tacoma, WA
Safeway	4	na	(Own) Bellevue, WA
Albertson	2	na	West Coast Grocery, Tacoma, WA
Prairie Market	2	na	Tradewell, Inc., Kent, WA
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Thriftway	5	na	Assoc. Grocers, Seattle, WA
Mark-It Foods	2	na	Assoc. Grocers, Seattle, WA
IGA	3	na	American Strevel, Kent, WA
TOTAL	22		

LONGVIEW

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Minit Mart	7	na	na
Safeway	3	na	(Own)
Fred Meyer	1	na	(Own)
Prairie Market	1	na	Tradewell, Kent, WA
Keil's	1	na	West Coast Grocers, Salem, OR
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Thriftway	1	na	N.W. Grocers
LEADING INDEPENDENTS:			
Shop 'n Kart	2	na	Assoc. Groc., Seattle, WA
Markit	1	na	Assoc. Groc., Seattle, WA
Park & Shop Foods	1	na	IGA, Kent, WA
TOTAL	18	na	

na - not available

SPOKANE

Market Area Covered: Metropolitan Spokane County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Safeway	12	74.0%	(Own) Spokane, WA
Rosauer's	12	27.0	WRM, Spokane, WA
Albertson's	7	21.0	West Coast, Spokane, WA
Warehouse Markets, Inc.	3	18.0	West Coast, Spokane, WA
Circle K (C)	8	5.0	West Coast, Spokane, WA
7-Eleven (C)	17	1.5	West Coast, Spokane, WA
			McLane NW, Tacoma, WA
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Excell	9	16.0%	URM, Spokane, WA
Inland Market (Starco)	6	6.0	West Coast, Spokane, WA
IGA	3	5.5	West Coast, Spokane, WA
Thrift	6	1.0	West Coast, Spokane, WA
Food Mart	2	1.0	URM, Spokane, WA
Food City	5	1.0	URM, Spokane, WA
Empire	2	1.0	URM, Spokane, WA
		0.5	West Coast, Spokane, WA
LEADING INDEPENDENTS:			
	90	10.0%	
TOTAL	182	100.0%	

(C) Convenience Stores

TACOMA

Market Area Covered: Retail Trading Zone (Pierce and South King Counties)	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		68.0%	
Safeway	18	30.0	(Own) Bellevue, WA
Piggly Wiggly	9	10.0	West Coast Grocery, Tacoma, WA
Lucky Stores	7	8.0	West Coast Grocery, Tacoma, WA
Fred Meyer	4	6.0	(Own) Portland, OR
Prairie Markets	3	6.0	Tradewell, Kent, WA
7-Eleven (C)	28	3.0	McClellan Northwest, Tacoma, WA
IGA	4	3.0	Fleming Companies, Portland, OR
The Family Grocers	2	1.0	Assoc. Grocers, Seattle, WA
Albertson's	1	1.0	West Coast Grocery, Tacoma, WA
VOLUNTARY &/OR COOPERATIVE GROUPS:		7.0%	
NFC (Neighborhood Food Centers)/ (Shoprite)	14	4.0	West Coast Grocery, Tacoma, WA
Uddenbergs Thriftway	3	3.0	Assoc. Grocers, Seattle, WA
LEADING INDEPENDENTS:		7.0%	
Manley's	3	4.0	West Coast Grocery, Tacoma, WA
Lively Markets	4	1.0	na
Save Mart Market	1	1.0	Assoc. Grocers, Seattle, WA
Johnny's	1	1.0	Assoc. Grocers, Seattle, WA
OTHER GROCERY STORES:		18.0%	
Mark-It Foods	6	10.0	Assoc. Grocers, Seattle, WA
Mark 'N Pak (Holiday Foods)	1	2.0	Assoc. Grocers, Seattle, WA
Mark 'N Save	1	1.0	West Coast Groc., Tacoma, WA
Others, Military, etc.	24	5.0	Direct and assorted
TOTAL	134	100.0%	

(C) Convenience Stores
na - not available

WALLA WALLA

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		44.0%	
Safeway	3	30.0	(Own) Spokane, WA
Albertson's	1	14.0	Roundup Co., Spokane, WA
LEADING INDEPENDENTS:		56.0%	
Danielson's Foods	1	15.0	United Grocers, Portland, OR
Fleenors	2	13.0	U.R.M., Spokane, WA
Wade's Thriftway	1	9.0	Assoc. Groc., Seattle & Yakima, WA
Prices Sentury	1	8.0	United Grocers, Portland, OR
Andy's Market	1	6.0	U.R.M., Spokane, WA
Food 4 Less	1	5.0	U.R.M., Spokane, WA
TOTAL	11	100.0%	

WENATCHEE

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Safeway	2	na	(Own) Bellevue, WA
Albertson's	1	na	Roundup Co., Spokane, WA
Buttrey Foods	1	na	Jewel Co., Boise, ID
Prairie Market	1	na	Tradewell, Inc., Kent, WA
Top Foods	1	na	Associated Grocers, Seattle, WA
7-Eleven (C)	3	na	Amer. Whsl. Groc. Co., Kent, WA
LEADING INDEPENDENTS:			
Hometown Market	1	na	Roundup Co., Spokane, WA
Fleenor's	1	na	Roundup Co., Spokane, WA
Gordon's Foods	1	na	Associated Grocers, Seattle, WA
Plaza Super Jet (C)	1	na	U.R.M., Spokane, WA
C.C. Mini Marts (C)	4	na	McCleans Grocery Distributors, Tacoma, WA
OTHER GROCERY STORES	23	na	
TOTAL	40		

(C) Convenience Stores
na - not available

WEST VIRGINIA

BLUEFIELD

Market Area Covered:	No. of	% of	Principal Supplier
ABC Retail Trading Zone (Mercer County, W. Va. & Tazewell County, Va.)	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		71.0%	
Kroger	5	24.0	(Own) Salem, VA
Acme	5	23.0	(Own) North Tazewell, VA
Deskins	7	21.0	(Own) North Tazewell, VA
A&P	1	3.0	(Own) Richmond, VA
VOLUNTARY &/OR COOPERATIVE GROUPS:		14.0%	
IGA	8	14.0	Virginia Foods, Fall Mills, VA
OTHER GROCERY STORES	na	15.0%	
TOTAL	26+	100.0%	

CHARLESTON

Market Area Covered:	No. of	% of	Principal Supplier
Standard Metropolitan Area	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		48.0%	
Kroger	14	45.0	(Own) Salem, VA
Super Valu	3	3.0	(Own) Xenia, OH
VOLUNTARY &/OR COOPERATIVE GROUPS:		22.0%	
Big Star	8	17.0	Scot Lad, Clarksburg, WV
Foodland	5	5.0	Wetterau, Milton, WV
IGA	3	na	McLain Groceries, Massillon, OH
LEADING INDEPENDENTS:		24.0%	
Fas-Chek	14	16.0	Malone & Hyde, Lexington, KY
Key Markets & Little Giant Mkts.	24	8.0	Creasey Co., Kenova, WV
OTHER GROCERY STORES	na	6.0%	
TOTAL	71+	100.0%	

na - not available

HUNTINGTON-ASHLAND, W. VA.-KY.-OHIO

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	
		Grocery	
		Store Sales	Principal Supplier
LEADING CHAINS:		22.8%	
Kroger	6	12.1	(Own) Salem, VA
Big Bear	4	10.7	(Own) Columbus, OH
VOLUNTARY &/OR COOPERATIVE GROUPS:		4.0%	
IGA	9	4.0	McLain Grocery, Massillon, OH
LEADING INDEPENDENTS:		55.6%	
Tradewell ^	7	15.0	Service Wholesale, Colloden, WV
Foodland	6	10.0	Service Sales, Inc.
B & B Market	1	9.7	Assoc. Groc., Huntington, WV
Gateway	5	7.0	Creasey Co., Kenova, WV
Food King	7	7.0	Assoc. Groc., Huntington, WV
Key Markets	11	5.9	Creasey Co., Kenova, WV
Thriftway	6	1.0	Assoc. Groc., Huntington, WV
OTHER GROCERY STORES	100	17.6%	
TOTAL	162	100.0%	

WHEELING

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		34.0%	
Kroger	6	30.5	(Own) Solon, OH
A&P	1	3.5	(Own) Columbus, OH
VOLUNTARY &/OR COOPERATIVE GROUPS:		36.3%	
Foodland	4	30.3	Fox Groc. Co., Belle Vernon, PA
IGA	17	6.0	(Own) Massillon, OH
LEADING INDEPENDENTS:		22.9%	
Convenient Foods	10	6.0	Wheeling Whlsl. Groc., Wheeling, WV
Giant Eagle	1	5.0	(Own) Pittsburgh, PA
New Coop	10	4.5	Wheeling Whlsl. Groc., Wheeling, WV
Hart's	1	3.3	Big Bear, Columbus, OH
State Foods	4	2.6	Wheeling Whlsl. Groc., Wheeling, WV
Super \$	1	1.5	McKeesport, PA
Shop 'N Save	3	na	Charley Bros., New Stanton, PA
OTHER GROCERY STORES	na	6.8%	
TOTAL	58+	100.0%	

na - not available

WISCONSIN

APPLETON

Market Area Covered: Counties of Calumet, Outagamie and Winnebago	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		31.0%	
Piggly Wiggly	2	11.0	Schultz Save-O-Stores, Sheboygan, WI
Save-U-Foods	6	5.0	Shultz Save-O-Stores, Sheboygan, WI
Red Owl	2	5.0	Green Bay, WI & Hopkins, MN
Kohl's	2	4.0	(Own) Milwaukee, WI
Sentry	2	4.0	Godfrey Co., Waukesha, WI
Super Valu	1	2.0	(Own) Green Bay, WI
LEADING INDEPENDENTS:		19.0%	
Town & Country Mkts.	3	11.0	S.C. Shannon, Appleton, WI
Gordy's Food Fair	2	6.0	S.C. Shannon, Appleton, WI
Park 'N Market	4	2.0	S.C. Shannon, Appleton, WI
WAREHOUSE OPERATIONS:		24.0%	
Cub Foods	1	13.0	Super Valu, Hopkins, MN
Pick 'N' Save	1	12.0	Roundy's United Foods, Little Chute, WI
OTHER GROCERY STORES	na	26.0%	
TOTAL	26+	100.0%	

na - not available

GREEN BAY

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		81.0%	
Cub Foods	2	44.0	Super Valu, Green Bay, WI
Sure Way	10	25.0	Carpenter Cook, Menominee, WI
Lindy's	3	9.0	Red Owl, Green Bay, WI
Kohl's	1	3.0	(Own) Milwaukee, WI
VOLUNTARY &/OR COOPERATIVE GROUPS:		12.0%	
Sentry	3	7.0	Godfrey Co., Waukesha, WI
Super Ron's	4	3.0	S.C. Shannon, Appleton, WI
Red Owl Agency Stores	2	2.0	Red Owl, Green Bay, WI
LEADING INDEPENDENTS:		1.0%	
Biebel's	1	1.0	United Grocers, Little Chute, WI
OTHER GROCERY STORES	42	6.0%	
TOTAL	68	100.0%	

LA CROSSE

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		22.7%	
Copps IGA	1	13.5	(Own) Stevens Point, WI
Roundy's	1	5.1	Milwaukee, WI
Super Valu	1	4.0	Green Bay, WI
Fairway	1	0.1	na
Cub Foods	1	na	Super Valu, Green Bay, WI
VOLUNTARY &/OR COOPERATIVE GROUPS:		68.1%	
IGA	26	68.1	Gateway Foods, La Crosse, WI
OTHER GROCERY STORES	na	9.2%	
TOTAL	31+	100.0%	

na - not available

MADISON

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Eagle	8	76.0%	Lucky Stores, Milan, IL
Kohl's	6	30.0	(Own) Milwaukee, WI
Sentry	7	25.0	(Own) Milwaukee, WI
Cub Foods	1	20.0	Super Valu, Green Bay, WI
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Roundy's	3	16.0%	na
IGA	6	6.0	Gateway Foods, La Crosse, WI
Piggly Wiggly	3	5.0	Schultz Sav-O Stores, Sheboygan, WI
Super Valu	1	4.0	Super Valu, Green Bay, WI
OTHER GROCERY STORES			
(Stop 'N Go, Open Pantry, PDQ, plus all others)	50	8.0%	Various
TOTAL	85	100.0%	

RACINE

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Piggly Wiggly	5	na	(Own) Sheboygan, WI
Sentry	2	na	(Own) Waukesha, WI
Kohl's	3	na	(Own) Milwaukee, WI
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Roundy's	1	na	Milwaukee, WI
Super Valu	2	na	Green Bay, WI
LEADING INDEPENDENTS:			
Matranga	1	na	na
Chopyak	1	na	na
Randalls Country Market	1	na	Super Valu, Green Bay, WI
OTHER GROCERY STORES:			
Open Pantry	11	na	Racine, WI
PDQ	3	na	na
White Hen	1	na	na
TOTAL	31+		

na - not available

SHEBOYGAN

Market Area Covered:	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
Counties of Sheboygan, Calumet, Ozaukee, Manitowoc, Washington and Fond du'Lac			
LEADING CHAINS:			
Piggly Wiggly	6	na	Schultz Sav-O-Stores, Sheboygan, WI
Sentry	1	na	Godfrey Co.
Austins	2	na	United Grocers
LEADING INDEPENDENTS:			
Park & Shop	6	na	Shannon, Appleton, WI
Bill's Red Owl	1	na	Red Owl, Green Bay, WI
Country Store	1	na	Red Owl, Green Bay, WI
Luedke's	1	na	Schultz Sav-O-Stores, Sheboygan, WI
Zimmermann's	1	na	Shannon, Appleton, WI
OTHER GROCERY STORES:			
Triangle Market	1	na	Schultz Sav-O-Stores, Sheboygan, WI
Ford Farms	3	na	Schultz Sav-O-Stores, Sheboygan, WI
Sunnyside Foods	1	na	Schultz Sav-O-Stores, Sheboygan, WI
Bitter-Neumann	1	na	Schultz Sav-O-Stores, Sheboygan, WI
WAREHOUSE OPERATIONS:			
Park & Save	1	na	Shannon, Appleton, WI
Sav-U-Warehouse	1	na	Schultz Sav-O-Stores, Sheboygan, WI
TOTAL	27		

na - not available

WYOMING

CASPER

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Mini Marts	12	na	McLane Western, Denver, CO
Safeway	3	na	(Own) Denver, CO
Albertson's	2	na	Western Grocers, Denver, CO
Buttrey Foods	2	na	A.G., Denver, CO
LEADING INDEPENDENTS:			
	1	na	A.G., Denver, CO
OTHER GROCERY STORES:			
Brattis Grocery	1	na	A.G., Denver, CO
Grant Street Grocery	1	na	A.G., Denver, CO
Gill's Market	1	na	A.G., Denver, CO
Hutsells Pay 'N Save	1	na	A.G., Denver, CO
7-Eleven (C)	2	na	A.G., Denver, CO
Jerry's Market	1	na	A.G., Denver, CO
TOTAL	27		

CHEYENNE

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Mini-Mart (C)	9	na	Casper, Wyoming Headquarters
Safeway	4	na	(Own) Denver, CO
Albertson's	2	na	(Own) Boise, CO
National Foods	2	na	(Own) Denver, CO
Buttrey Foods	2	na	Billings, MT
LEADING INDEPENDENTS:			
Super Foods (AG)	1	na	Assoc. Groc., Cheyenne, WY
TOTAL	20		

na - not available
(C) Convenience Stores

LARAMIE

Market Area Covered: ABC City Retail & Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Safeway Stores, Inc.	1	na	(Own) Denver, CO
Albertson's	1	na	Denver, CO
Buttrey Food Stores	1	na	(Own) Great Falls, MT
Mini-Mart	3	na	(Own) Casper, WY
7-Eleven	1	na	(Own) Denver, CO
Gibson's Discount Center	1	na	A.G., Denver, CO
LEADING INDEPENDENTS:			
Ideal Super Stores	1	na	A.G., Denver, CO
Corner Market	1	na	A.G., Denver, CO
West Laramie Fly Store	1	na	A.G., Denver, CO
Rainbow Grocery	1	na	A.G., Denver, CO
TOTAL	12		

na - not available

CANADA

CALGARY

Market Area Covered: Census Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Mac's	65	na	Western Grocers
Safeway	35	na	(Own) Vancouver, B.C.
7-Eleven	46	na	(Own) Burnaby, B.C.
Valdi Inc.	5	na	Steinbergs, Montreal, Quebec
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Calgary Co-op	12	na	Federated Cooperative, Calgary
Super Valu	6	na	Western Grocers
IGA	4	na	Horne & Pitfield, Edmonton
Allwest Supermarkets Ltd.	6	na	Assoc. Grocers, Calgary
Food City	4	na	Assoc. Grocers, Calgary
Food Vale	1	na	Assoc. Grocers, Calgary
Red Rooster Food Store	7	na	Horne & Pitfield, Edmonton
LEADING INDEPENDENTS:			
Loaf'N Jug Foods	6	na	Assoc. Grocers, Calgary
TOTAL	197		

na - not available

HAMILTON

Market Area Covered:

Census Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Dominion	9	na	(Own) Toronto, Ontario
Loblaws	2	na	(Own) Toronto, Ontario
Miracle Food Mart (Steinbergs)	12	na	(Own) Toronto, Ontario
A&P	6	na	(Own) Toronto, Ontario
Safeway	6	na	(Own) Toronto, Ontario
Food City	4	na	Oshawa Group, Toronto, Ontario
Red & White	3	na	(Own) Toronto, Ontario
Zehrs	1	na	(Own) Toronto, Ontario
Best For Less (Dominion)	2	na	(Own) Toronto, Ontario
No Frills (Loblaws)	5	na	(Own) Toronto, Ontario
Food Barn (Safeway)	1	na	(Own) Toronto, Ontario
Mr. Grocer	4	na	Willet Food Ltd., Kitchener, Ontario
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	8	na	Oshawa Group, Oshawa, Ontario
LEADING INDEPENDENTS:			
Fortino	4	na	na
Commisso	1	na	na
Lo Food	2	na	na
TOTAL	70		

na - not available

KITCHENER

Market Area Covered: Census Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Zehrs-	17	82.6	(Own) Cambridge, Ontario
Dutch Boy	6		Oshawa Group, Oshawa, Ontario
Miracle Food Mart	3		Steinberg's, Toronto, Ontario
Food Barn	1		Steinberg's, Toronto, Ontario
Mr. Grocer	1		Willet Food Ltd., Kitchener, Ontario
A&P	1	82.6	(Own) Toronto, Ontario
Valdi	4		Steinberg's, Toronto, Ontario
LEADING CONVENIENCE STORE CHAINS:			
Mac's Milk	14	*	Lumsden Wholesalers, Hamilton, Ontario
Little Short Stop	18		National Grocers, Kitchener, Ontario
Becker's Milk	13		National Grocers, Kitchener, Ontario
Kwikie Minit Markets	13		National Grocers, Kitchener, Ontario
Dutch Girl	4		Oshawa Group, Oshawa, Ontario
LEADING INDEPENDENTS:			
Knechtel's	1	14.8	(Own) Kitchener, Ontario
Peter's	1		Knechtel's, Kitchener, Ontario
Forest Hill Village Market	1		Knechtel's, Kitchener, Ontario
Central Meat Market	1		(Own) Kitchener, Ontario
Hiway Market	1		Willet Food Ltd., Kitchener, Ontario
Ram Market	1	14.8	(Own) Kitchener, Ontario
OTHER GROCERY STORES			
	25	2.6	
TOTAL	126	100.0	

* Included in percent of sales for "Leading Chains."

MONTREAL

Market Area Covered:
Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Steinberg	89	50.8%	
Dominion	71	50.1	(Own) Montreal, P.Q.
A&P	12	15.4	(Own) Montreal, P.Q.
Hypermarche	3	2.1	(Own) Montreal, P.Q.
AVA	5	1.5	Hudon et Deaudelin
Vincent	7	0.9	Provigo (Montreal)
		0.8	(Own) Montreal, P.Q.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Metro	145	27.7%	
		8.6	Metro-Richelieu Inc., Montreal, P.Q.
IGA-Boniprix	83	5.1	Hudon et Deaudelin, Montreal, P.Q.
Provigain	40	4.1	Provigo (Montreal) Inc., Montreal, P.Q.
Richelieu-Select	70	3.3	Metro-Richelieu Inc., Montreal, P.Q.
Provibec	50	1.9	Provigo (Montreal) Inc., Montreal, P.Q.
Champion	140	1.7	Provigo (Montreal) Inc., Montreal, P.Q.
L'Equipe	47	1.1	Hudon et Deaudelin, Montreal, P.Q.
H.H.	45	0.8	H. Hardwood Ltee., Montreal, P.Q.
Provipop	40	0.7	Provigo (Montreal) Inc., Montreal, P.Q.
Lucerne	6	0.4	Legault & Masse Ltee., Montreal, P.Q.
LEADING INDEPENDENTS:			
Cooprix	3	0.9%	
		0.6	Federation des Magasins Co-op, Quebec City
Warsaw	2	0.3	(Own) Montreal
OTHER GROCERY STORES			
	992+	20.6%	
TOTAL	1,850	100.0%	

OTTAWA

Market Area Covered: Census Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		67.0%	
Loblaw	14	30.0	National Grocers, Ottawa
Dominion	10	20.0	(Own) Montreal
Steinberg	12	15.0	(Own) Toronto
A&P	3	2.0	(Own) Toronto
LEADING CONVENIENCE STORE CHAINS:		8.0%	
Mac's Milk	50	4.0	Silverwood Industries
Pinto	33	3.0	M. Loeb, Ottawa
Beckers	15	1.0	National Grocers, Ottawa
VOLUNTARY &/OR COOPERATIVE GROUPS:		20.0%	
IGA	32	20.0	M. Loeb, Ottawa
LEADING INDEPENDENTS:		1.5%	
Provibec	6	0.5	Provigo, Ottawa
Much More	5	0.4	M. Loeb, Ottawa
Red & White	3	0.3	National Grocers, Ottawa
Provipop	4	0.3	Provigo, Ottawa
OTHER GROCERY STORES	190+	3.5%	
TOTAL	377+	100.0%	

TORONTO

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		79.1%	
Dominion	129	31.5	(Own) Toronto
Loblaws	80	15.5	(Own) Toronto
Miracle Mart	35	12.5	Steinberg's Limited, Toronto
Food City (Oshawa)	12	6.2	Oshawa Group, Toronto
A&P	40	4.5	(Own) Toronto
Safeway	12	2.5	(Own) Toronto
Knob Hill Farms	5	4.0	(Own) Toronto
Darrigo Supermarkets	5	1.2	(Own) Toronto
Darrigo Food Markets	9	1.2	(Own) Toronto
LEADING CONVENIENCE STORES:			
		5.9%	
Sunnybrook	5	0.6	(Own) Toronto
Becker's	269	3.5	National Grocers Co.
Mac's Milk	150	1.7	(Own) Toronto
Your Pantry	9	0.1	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
		4.0%	
IGA	52	3.2	Oshawa Group, Toronto
Red & White	16	0.8	National Grocers Co.
LEADING INDEPENDENTS:			
		1.8%	
Bittner's	16	0.7	Dominion Stores, Toronto
Ziggy's	16	0.6	Loblaws Limited, Toronto
Dixie Market	1	0.3	na
Discount Food	1	0.1	Dominion Stores, Toronto
Super Save	1	0.1	National Grocers Co.
OTHER GROCERY STORES			
	774+	9.2%	
TOTAL	1,637+	100.0%	

na - not available

VANCOUVER

Market Area Covered:
Census Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Safeway	49	na	(Own) Vancouver, B.C.
Shop Easy	30	na	Kelly Douglas, Vancouver, B.C.
Overwaitea	8	na	(Own) Vancouver, B.C.
Lucky Dollar	6	na	Kelly Douglas, Vancouver, B.C.
Woodwards Food Stores	7	na	na
Econo-Mart	2	na	Kelly Douglas, Vancouver, B.C.
LEADING CONVENIENCE STORE CHAINS:			
Mac's	49	na	na
7-Eleven	17	na	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Affiliated Accounts	29	na	na
Assoc. Merchants of B.C.	94	na	Kelly Douglas, Vancouver, B.C.
Super Valu	35	na	Kelly Douglas, Vancouver, B.C.
IGA	27	na	H.Y. Louie, Vancouver, B.C.
Red & White	12	na	Kelly Douglas, Vancouver, B.C.
Federated Co-op	7	na	(Own) Vancouver, B.C.
Stongs	5	na	na
TOTAL	377+		

na - not available

VICTORIA

Market Area Covered:	No. of	% of	Principal Supplier
Census Metropolitan Area	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		69.0%	
Safeway	10	40.0	(Own)
Woodwards	1	11.0	(Own) Vancouver, B.C.
Warehouse Food Stores	4	9.0	na
Shop-Easy Stores	6	9.0	Kelly Douglas
LEADING CONVENIENCE STORE CHAINS:		0.5%	
Mac's	4	0.5	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Associated Merchants, Ltd.			Victoria, B.C.
Salde & Stewart Ltd.			Victoria, B.C.
LEADING INDEPENDENTS:		23.0%	
Fairway	1	8.0	na
Economart	1	4.0	na
Low Cost	16	4.0	na
Capital Foods	2	3.0	na
Saanick Peninsula Co-op	1	2.0	na
Wellburns	1	2.0	na
OTHER GROCERY STORES	165	7.5%	
TOTAL	212	100.0%	

na - not available

**PROFILES OF
LEADING FOOD CHAINS**

1983 STATISTICS FOR LEADING FOOD CHAINS

Company	Sales (000's)		Chg.	Net Income (000's)		Chg.	Income to Sales		Pre-Tax Income (000's)		Shareholders' Equity (000's)		Net Income to Shareholders' Equity 1983 1982
	1983	1982		1983	1982		1983	1982	1983	1982	1983	1982	
Albertson's	\$ 4,279,331	\$ 3,940,117	+ 8.61	\$ 70,281	\$ 58,375	+20.40	1.64	1.48	\$127,362	\$107,315	\$ 391,847	\$ 340,348	17.94 17.15
Allied Supermarkets (A)	575,749	603,358	- 4.58	14,814	42,752	-65.35	2.57	7.09	5,662	8,527	56,083	41,538	26.41 102.92
American Stores	7,983,677	7,507,772	+ 6.34	117,902	90,371	+30.46	1.48	1.20	216,129	166,859	451,454	357,435	26.10 25.28
Borman's (B)	996,236	1,000,888	- 0.46	(10,915)	7,419	-	-	-	7,419	7,419	25,901	35,304	- 21.01
Cullum Cos.	1,126,638	1,062,081	+ 6.08	13,854	13,032	+ 6.31	1.23	1.23	23,248	19,696	85,665	75,858	16.17 17.18
Dominion Stores (C)	2,204,972	2,348,352	- 6.11	32,475	28,221	+15.07	1.47	1.20	22,821	20,822	434,774	437,035	7.14 6.45
First Nat'l. Supermarkets	1,267,563	1,201,258	+ 5.52	8,078	5,070	+59.33	0.64	0.42	(2,443)	(4,819)	75,089	76,115	17.13 13.78
Fisher Foods (D)	506,420	524,328	- 3.42	509	(176)	-	0.10	-	125	1,703	22,080	21,928	0.70 5.26
Foodarama	439,971	425,961	+ 3.29	155	1,153	-86.56	0.04	0.27	164,100	151,280	686,300	626,775	11.54 10.97
George Weston (E)	7,799,600	7,830,462	- 0.39	79,200	68,727	+15.24	1.02	0.88	73,246	67,526	193,383	161,557	20.95 23.03
Giant Food	1,957,435	1,852,134	+ 5.69	40,511	57,213	+ 8.86	2.07	2.01	NA	(224,633)	NA	302,153	- -
Great A & P (F)	6,226,775	6,226,775	-	NA	(101,633)	-	-	-	123,016	105,484	618,956	576,239	13.42 15.29
Jewel Cos.	5,723,522	5,571,721	+ 2.72	83,053	88,109	- 5.74	1.45	1.58	211,969	291,220	1,072,852	1,086,345	11.84 17.69
Kroger Co. (G)	15,236,013	14,761,764	+ 3.21	127,079	192,124	-33.86	0.83	1.30	102,011	88,371	413,258	343,866	12.76 11.43
Loblaws Cos. (H)	6,091,019	6,220,981	- 2.09	52,747	39,306	+34.20	0.87	0.63	176,430	176,430	573,619	526,400	18.37 17.52
Lucky Stores (I)	8,388,155	7,972,973	+ 5.21	105,400	92,228	+14.28	1.26	1.16	193,017	176,430	44,338	44,177	3.67 10.37
Marsh Supermarkets	604,953	587,956	+ 6.51	1,625	4,583	-64.54	0.27	0.81	1,447	6,215	195,223	142,774	13.26 12.84
Nash Finch	1,125,029	1,103,932	+ 1.91	11,067	11,559	- 4.26	0.98	1.05	19,705	20,579	93,404	86,670	11.85 13.34
Oshawa Group (J)	2,434,985	2,118,285	+14.95	25,895	18,327	+41.29	1.06	0.87	45,538	28,377	55,071	53,886	5.67 7.02
Pacific Gamble Robinson	833,199	836,878	- 0.44	3,121	3,781	-17.46	0.37	0.45	5,808	5,808	42,840	39,466	9.06 9.90
Pueblo Int'l. (K)	476,806	505,912	- 5.75	3,882	3,906	- 0.61	0.81	0.77	7,151	3,099	1,390,354	1,157,095	13.18 14.04
Safeway Stores	18,585,000	17,633,000	+ 5.40	183,303	159,666	+14.81	0.99	0.91	300,933	248,260	31,600	22,787	5.69 18.46
Shopwell	511,937	477,050	+ 7.31	11,799	4,206	-57.23	0.35	0.88	1,783	4,261	359,738	345,081	3.40 9.88
Steinberg's (L)	3,352,851	3,503,756	+ 1.49	13,392	34,103	-60.73	0.40	1.03	2,599	33,303	284,611	181,455	17.85 19.19
Stop & Shop	2,790,799	2,341,874	+19.71	50,801	34,823	-45.88	1.82	1.49	80,293	52,827	384,671	327,924	19.95 20.75
Super Valu	5,922,681	5,197,081	+13.96	76,732	68,031	+12.79	1.30	1.31	143,535	125,834	241,595	-206,191	16.84 18.28
Supermarkets General	3,517,548	3,247,338	+ 8.32	40,674	37,693	+ 7.91	1.16	1.16	73,708	66,543	48,129	-57,435	3.30 8.78
Thriftmart	497,627	502,963	- 1.06	1,587	5,045	-68.54	0.32	1.00	2,206	9,010	115,411	101,471	12.08 16.58
Waldbaum's	1,586,895	1,491,363	+ 6.41	13,940	16,825	-17.15	0.88	1.12	24,210	31,925	283,967	245,186	17.65 17.64
Weis Markets	891,857	812,215	+ 9.81	50,120	43,241	+15.91	1.62	1.62	95,742	82,696	582,823	514,618	19.47 20.11
Winn-Dixie*	7,018,605	6,764,472	+ 3.76	113,460	103,513	+ 9.61	1.53	1.53	189,492	176,113	NA	NA	- -

*NOTE: The criterion for inclusion in this list is that the sales of each chain be at least \$200,000,000. In some instances comparative figures for 1982 have been restated for various reasons.

NA: Not available.

W: Designates a loss.

W: Not available.

(A) Net income of 53 weeks in 1982.

(B) Net income of 53 weeks in 1982.

(C) Net income of 53 weeks in 1982.

(D) Net income of 53 weeks in 1982.

(E) Net income of 53 weeks in 1982.

(F) Net income of 53 weeks in 1982.

(G) Net income of 53 weeks in 1982.

(H) Net income of 53 weeks in 1982.

(I) Net income of 53 weeks in 1982.

(J) Net income of 53 weeks in 1982.

(K) Net income of 53 weeks in 1982.

(L) Net income of 53 weeks in 1982.

(M) Net income of 53 weeks in 1982.

(N) Net income of 53 weeks in 1982.

(O) Net income of 53 weeks in 1982.

(P) Net income of 53 weeks in 1982.

(Q) Net income of 53 weeks in 1982.

(R) Net income of 53 weeks in 1982.

(S) Net income of 53 weeks in 1982.

(T) Net income of 53 weeks in 1982.

(E) Net income of George Weston includes an extraordinary gain of \$600,000 in 1983 and an extraordinary loss of \$1,712,000 in 1982.

(F) Net income of A&P includes an extraordinary gain of \$130,000,000 in 1982.

(G) Figures for Kroger Co. include operations of Dillion Companies, which was acquired in a pooling of interests basis.

(H) Net income of Loblaws Cos. includes an extraordinary gain of \$500,000 in 1983 and an extraordinary loss of \$5,682,000 in 1982.

(I) Net income of Lucky Stores includes discontinued operations in 1982.

(J) Net income of Oshawa Group includes an extraordinary gain of \$1,415,000 in 1982.

(K) Net income of Pueblo Int'l. includes extraordinary gains of \$53,000 in 1983 and \$1,490,000 in 1982.

(L) Net income of Steinberg's includes an extraordinary gain of \$1,415,000 in 1983.

ALBERTSON'S, INC.

P.O. Box 20
250 Parkcenter Boulevard
Boise, Idaho 83726
(208) 344-7441

OFFICERS: J.A. Albertson, chairman of the exec. committee; Warren E. McCain, chairman of the board, chief exec. officer & president; Robert D. Bolinder, vice chairman; Kenneth R. Huff, exec. v.p.-retail support systems; John B. Carley, exec. v.p.-retail operations; Gary C. Michael, exec. v.p. & chief financial & corporate development; Paul W. Mouser, sr. v.p.-property management; C. Clint Joyce, sr. v.p.-management information systems; Alec R. Gloth, sr. v.p.-store planning; Michael F. Reuling, sr. v.p.-real estate; Gerald R. Rudd, sr. v.p.-human resources; Wendell E. Hornecker, sr. v.p.-design & construction; Thomas R. Sadin, sr. v.p. & general counsel; vice presidents: Pamela J. Beaumont-marketing; Robert C. Braun-distribution; David I. Connolly-treasurer; Harvey S. Durand-drug sales; Dennis R. Graves, v.p.-general merchandise sales; Peter W. Gustavsen-distribution; Duane M. Hamilton-bakery sales; James L. Jackson-dairy operations; Alfred A. Kasner-grocery sales; Kenneth R. Kramer-service delicatessen sales; Lee F. Levy-private label operations; M. Jed Pritchett, Jr.-industrial relations; Richard C. Rowe-produce & liquor sales; Gary J. Allen-drug merchandising; Patrick S. Steele-systems; Steven D. Young-personnel; Burnell K. Semrau-employee development; Jerry R. Timm-controller; Robert R. Wilt-meat operations; Minnie O. Armstrong-secretary; Ada A. Connor, Carol L. Wood, asst. secretaries; Gordon G. Henderson, asst. treasurer.

DIRECTORS: J.A. Albertson, Kathryn Albertson, Robert D. Bolinder, R.V. Hansberger, B.Z. Kastler, Warren E. McCain, John B. Fery, Charles D. Lein, John B. Carley, W.H. McMurren, Gary G. Michael, David Little, James E. Bruce, Cecil D. Andrus.

BUSINESS ACTIVITIES: Operates a chain of food centers in Idaho, California, Montana, Nevada, Oregon, Utah, Washington, Nebraska, Wyoming, Colorado, Arizona and New Mexico. Operates a chain of supermarkets in 17 western and southern states, broken down into 272 conventional supermarkets, 45 superstores, 85 combination food-drug units, and 14 special supermarkets called "The Grocery Warehouse".

NUMBER OF STORES: 432

RETAIL SALES (1984): \$4,279,331,000

ALLIED SUPERMARKETS, INC.

8711 Meadowdale
Detroit, Michigan 48228
(313) 943-3300

OFFICERS: D.J. Rixmann, chairman of the board and president; Elmer L. Blatz, senior v.p.-wholesale operations; Charles W. Fazio, sr. v.p.-retail operations; Lon D. Makanoff, sr. v.p.-finance & treasurer; Darreld R. Easter, v.p. & gen. mgr.-Humpty/Ideal Supermarkets Division; Donald R. Gapp, v.p. & controller; John W. Masek, v.p.-industrial relations; Joseph Mocnik, v.p. & gen. mgr.-Great Scott Super Markets and Family Drug Divisions; Dennis M. Siedlaczek, v.p. & gen. mgr.-Abner A. Wolf Company; Stephen J. Zula, v.p.-real estate; David K. Page, secretary & general counsel.

DIRECTORS: D.J. Rixmann, chairman; Martin E. Citrin, Sidney Lapidus, Barbara B. Murray, David K. Page, Earl W. Smith.

BUSINESS ACTIVITIES: Operated in Michigan, Oklahoma, Kansas, Texas, and South Dakota. Also operates Abner Wolf Wholesale Company which serves independent grocery stores in Michigan and Ohio.

NUMBER OF STORES: 100*

*Includes drug units, most of which are located in Allied Supermarkets.

RETAIL SALES (1983): \$575,749,000

AMERICAN STORES COMPANY

P.O. Box 27447
709 East South Temple
Salt Lake City, Utah 84127
(801) 529-0112

OFFICERS: L.S. Skaggs, chairman of the board; Thomas W. Field, Jr., president, Richard G. Dunlop, vice chairman & treasurer; Thomas H. Sunday, exec. v.p., general counsel & secretary; Scott Bergeson, exec. v.p. & asst. secretary; Robert L. Salmon, v.p.; Victor L. Lund, sr. v.p. & controller; Michael T. Miller, sr. v.p. & asst. secretary; Gerald T. Glancey, v.p. & asst. treasurer; Frederick P. McBrier, asst. secretary; Hugh M. Zumbro, v.p.; Dennis N. Beal, asst. controller; Lynn Huizenga, asst. v.p.

DIRECTORS: William R. Deeley, Thomas W. Field, Jr.*, Thomas W. King, Williford Gragg, Leon G. Harmon, L. Tom Perry, Earl P. Staten, L.S. Skaggs*, Aline W. Skaggs, Richard G. Dunlop, Thomas H. Sunday*, I.J. Wagner.

* Member of Executive Committee.

BUSINESS ACTIVITIES: Operates self-service supermarkets under the names of Acme and Super Saver in New York, Pennsylvania, New Jersey, Delaware, Maryland, Virginia, and West Virginia. Subsidiaries also manufacture and process food for sale in these supermarkets and Alpha Beta Stores the Company operates in California, and Arizona. Also operates Rea and Derick Drug Stores in Pennsylvania, New York, and Maryland. Operates Skagg's Drug Centers, 190 drug stores and 70 combination drug/grocery stores in 20 states in the Southwest, West, and Midwest.

NUMBER OF STORES: 629

RETAIL SALES (1984): \$7,983,677,000

BORMAN'S, INC.

18718 Borman Avenue
Detroit, Michigan 48228
(313) 835-9500

Mailing address:
P.O. Box 446
Detroit, Michigan 48232

OFFICERS: Paul Borman, president; Daniel J. Church, v.p.-finance & treasurer; Leonard Borman, secretary; James R. Smith, v.p.-personnel; Robert Marquart, v.p.-public relations; Ray Rear, controller, Ted J. Simon, v.p.-real estate.

DIRECTORS: Paul Borman, Sylvan Rapaport, Thomas V. Angott, Lawrence Kron, Daniel J. Church, Leonard Borman, E.L. Koning, Grant C. Gentry, Ted J. Simon, Jack Levine.

BUSINESS ACTIVITIES: Operates Farmer Jack supermarkets located in Detroit and environs; Food Fair, Mini-Mart convenience stores; also owns the Detroit Pure, a milk company, and the Wesley's Quaker Maid ice cream company.

NUMBER OF STORES: 85

RETAIL SALES (1984): \$996,236,000

CULLUM COMPANIES, INC.

14303 Inwood Road
Dallas, Texas 75234
(214) 661-9700

OFFICERS: Charles G. Cullum, chairman of the board and chief executive officer; Jack W. Evans, president & chief operating officer; J.T. Hairston, Jr., exec. v.p.; James E. Stiles, controller; Robert B. Cullum, Jr., v.p. corporate development; Houston E. Holmes, Jr., v.p., secretary & general counsel; J. Harold Berg, asst. secretary.

DIRECTORS: John S. Burns, Charles G. Cullum, J. Harold Berg, Jack W. Evans, Earl A. Forsythe, W.R. Hawn, Mrs. Paul Middleton, Houston E. Holmes, Jr., J.T. Hairston, Jr., Mrs. Robert B. Cullum.

BUSINESS ACTIVITIES: Operates a chain of supermarkets and drug stores in Texas and California; the Tom Thumb Supermarkets and Page Drug Stores operate in the Austin and Dallas, Texas area and Pantry Food Markets are located in the greater Los Angeles area; operates Hinky-Dinky Supermarkets in Nebraska, South Dakota and Iowa and Grocery Supply Company stores in Nebraska, Kansas, Iowa, Arkansas, Oklahoma and Missouri. Also operates wholesale food distributing companies and a meat packing firm.

NUMBER OF STORES: 132

RETAIL SALES (1983): \$1,126,638,000

DOMINION STORES LIMITED

605 Rogers Road
Toronto, Ontario, M6M 1B9, Canada
(416) 652-2000

OFFICERS: G. Montegu Black, chairman of the board; John C. Toma, president & chief executive officer; Dixon S. Chant, v.p.; Larry C. Gee, v.p.-operations; Alan A. Liston, v.p., general counsel & secretary; James B. Williams, sr. v.p.-finance & administration; Roger E. Acton, v.p.-marketing; William J. Gibb, v.p.-grocery operations; Raymond J. Menard, v.p.-produce merchandising; Chester H. Wilcox, v.p.-meat merchandising; W. Barry Hagan, v.p.-retail operations; Kenneth R. Parkhill, v.p.-wholesale operations.

DIRECTORS: G. Montegu Black*, chairman; Lewis H. M. Ayre, Thomas G. Bolton*, Glen W. Davis, Ronald T. Riley*, Conrad M. Black*, Clarence L. Gosse, W. John McKeag, Trumbell Warren, Andre Monast, Dixon S. Chant*, Beryl A. Plumptre, John C. Toma, Ralph M. Barford.

* Member of the Executive Committee.

BUSINESS ACTIVITIES: Operates a chain of retail food stores, convenience stores and drug stores throughout Canada.

NUMBER OF STORES: 311

RETAIL SALES (1984): \$2,204,972,000

FIRST NATIONAL SUPERMARKETS, INC.

17000 Rockside Road
Maple Heights, Ohio 44137
(216) 587-7100

OFFICERS: Richard J. Bogomolny, chairman of the board, president & chief executive officer; William C. Prain, exec. v.p. & president-Ohio Division; Robert T. Samuels, v.p. & president-Eastern Division; M. Michael Charnas, chief financial & administrative officer & treasurer; Edward M. Harwell, sr. v.p.; Frank McDonald, sr. v.p.-labor management affairs, v.p.-New York Division; John E. Wade, sr. v.p.-general counsel & secretary; Glenn N. Willard, Jr., sr. v.p.-special projects; Lawrence R. Buxbaum, v.p.-public, government & legal affairs; Donald A. DeSantis, v.p. & controller; William E. Kinslow, v.p.-corporate & technical services; George F. McPhillips, v.p.-real estate & construction; Philip Doherty, treasurer.

DIRECTORS: Richard J. Bogomolny, chairman; Milton Kravitz, Martin M. Lewis, William C. Prain, Maurice Saltzman, Allan K. Shaw, Henry Weigi, Robert L. Bogomolny, Robert T. Samuels.

BUSINESS ACTIVITIES: Operates a chain of food stores known as Pick-N-Pay, Finast, and Edwards in Ohio, Maine, New Hampshire, Vermont, Massachusetts, Connecticut and New York.

NUMBER OF STORES: 155

RETAIL SALES (1983): \$1,267,563,000

FISHER FOODS, INC.

5300 Richmond Road
Bedford Heights, Ohio 44146
(216) 292-7000

Mailing address:

P.O. Box 46555
Cleveland, Ohio 44146

OFFICERS: Wendell Earle, chairman of the board; Robert L. Hayden, president & chief operating officer; James O. Henley, chief exec. officer; Robert R. Gerber, sr. v.p. & chief financial officer; Gregory Mays, controller; John L. Dampeer, secretary.

DIRECTORS: John L. Dampeer, Mario A. DiFederico, Wendell Earle, Carl Fazio, Carl Fazio, Jr., George J. Grabner, Fred Kayne, Vincent R. Little, Robert L. Hayden, James O. Henley.

BUSINESS ACTIVITIES: The company is a food wholesaler under the "Heritage Wholesalers" name and a retailer operating 47 supermarkets under the "Fazio's" name in the Cleveland metropolitan area. The company also operates Omar Bakeries, Inc., Eagle Ice Cream, Prestige Donuts and Feren Fruit Basket Company.

NUMBER OF STORES: 50

RETAIL SALES (1983): \$506,420,000

FOODARAMA SUPERMARKETS, INC.

303 West Main Street
Box 592
Freehold, New Jersey 07728
(201) 462-4700

OFFICERS: Joseph J. Saker, chairman of the board & president; Sidney Cohen, sr. v.p.-administration & corporate planning & asst. secretary; Robert V. Condon, v.p.-sales & merchandising; Richard Saker, v.p.-operations; John J. McAteer, v.p.-personnel & labor relations; Joseph C. Troilo, v.p.-finance; Mary Saker, secretary & treasurer.

DIRECTORS: Joseph J. Saker*, chairman; Arthur M. Borden, Sidney Cohen*, John W. Hurley, Mary Saker*, Harold A. Stoller.

* Member of the Executive Committee.

BUSINESS ACTIVITIES: Operates Foodarama Supermarkets, under the Shop-Rite name, in New York, New Jersey, Connecticut and Pennsylvania. Also operates one liquor store, two garden centers, and in-store pharmacies.

NUMBER OF STORES: 31

RETAIL SALES (1985): \$439,971,000

GEORGE WESTON LIMITED

22 St. Clair Avenue East
Suite 1901
Toronto, Ontario, Canada N4T 2S7
(416) 922-2500

OFFICERS: W. Galen Weston, chairman of the board & president; Richard J. Currie, sr. v.p.; Mark Hoffman, managing director-Guinness Beut Group; Don McCarthy, president - Food Processing Group; Robert H. Kidd, sr. v.p. & chief financial officer; David A. Nichol, sr. v.p.; William A. Sloan, v.p.-finance; Ralph S. Barnes, treasurer; Ivan R. Franklin, tax officer; Stewart E. Green, secretary; Terrence H. Wardrop, controller; G. Ross Lawford, gen. mgr.-Weston Research Center; Douglas E. Perrin, v.p.-finance, Food Processing Group.

DIRECTORS: W. Galen Weston, chairman; John C. Scarth, John D. Stevenson, Richard J. Currie, David A. Nichol, Mark Hoffman, S. Simon Reisman, Hugo Mann, Pauline McGibbon, Richard I. Nelson, Garry H. Weston, Don McCarthy, Robert H. Kidd.

BUSINESS ACTIVITIES: Diversified operations in food processing, fisheries, forest products, and wholesale-retail food distribution.

DIVISIONS AND SUBSIDIARIES:

Wholesale and Retail

Canadian operations include wholesale and retail marketing of food and other products throughout Canada, catering and restaurant servicing in Western Canada, food manufacturing for distribution in Canada and the United States. Also engaged in wholesale and retail distribution of food and other products in central United States and California. The Company owns warehouses in strategic centers with 292 supermarkets across Canada and 214 in the northeastern and south central United States. Also operates food manufacturing plants in Burnaby, British Columbia. United States facilities include supermarkets located primarily in the central United States with warehouses in major centers.

Canadian Operations

Loblaw Companies Limited (78% owned)
Atlantic Wholesalers Division
National Grocers Company, Limited
Zehrmart Limited
Kelly, Douglas & Company, Limited (73% owned)
National Tea
Loblaw, Ontario

United States Operations

National Tea Co. (73% owned)
Peter J. Schmitt Co., Inc.

NUMBER OF STORES: 539

RETAIL SALES (1983): \$7,799,600,000

GIANT FOOD INC.

6300 Sheriff Road
Landover, Maryland 20785
(301) 341-4100

Mailing Address:
Box 1804
Washington, D.C. 20013

OFFICERS: Israel Cohen, chairman of the board, president & chief exec. officer; David B. Sykes, sr. v.p.-finance & secretary; Gerson Barnett, sr. v.p.-grocery operations; Alvin Dobbin Sr., v.p.-operations; David Freedman, v.p.-corporate facilities; Emanuel Cohen, v.p. & treasurer; David W. Rutstein, sr. v.p. & counsel; Morris H. Bortnick, sr. v.p.-professional services; Donald R. Buchanan, sr. v.p.-data processing; Jeremiah E. Donovan, v.p.-personnel; Albert J. Lechert, Jr., v.p.-construction operations; Joseph J. Jacob, v.p.-Pants Corral; Clifford R. Logan, sr. v.p.-corp. planning; Peter L. Manos, sr. v.p.-perishable operations; Terry A. Gans, v.p.-advertising & sales promotion; Donna Mathews, v.p.-consumer affairs; Roger D. Olson, v.p.-labor relations; Alan Swoff, v.p.-frozen food operations; David Larson, v.p. -dairy & ice cream processing; Samuel F. Thurston, v.p. -distribution; Albert Reinach, controller; Arthur Koch, asst. secretary.

DIRECTORS: David B. Sykes, Mrs. Jac Lehrman, Israel Cohen, Millard F. West, Jr., Morton H. Wilner, Richard Waxenberg, O. Roy Chalk.

BUSINESS ACTIVITIES: Operates a chain of Giant Food supermarkets in Washington, D.C., Maryland and Virginia. Also operates food-pharmacy units.

NUMBER OF STORES: 132

RETAIL SALES (1984): \$1,957,435,000

THE GREAT ATLANTIC & PACIFIC TEA COMPANY, INC.

(50.3% owned by Tengelmann Warenhandels-Gesellschaft)

Box 418
2 Paragon Drive
Montvale, New Jersey
(201) 573-9700

OFFICERS: James Wood, chairman of the board, president & chief executive officer; James W. Rowe, vice chairman, chief administrative officer & asst. to the chief exec. officer; Eckart C. Siess, vice chairman-international operations; Alan C. Goulding, sr. exec. v.p.-merchandising & purchasing, chief operating officer-South/Midwest; John J. Miles, sr. exec. v.p. & chief operating officer-East Coast; Frederick C. Kennedy, exec. v.p. & pres.-A&P Canada; Robert E. Bradford, sr. v.p.-human resources, communications & public affairs; Vito A. Cardace, sr. v.p.-finance & administration; Gerald L. Good, sr. v.p.-field support; James T. Gow, Jr., sr. v.p.-supermarket support services; Louis Kertész, perishable merchandising & purchasing; Joseph H. McCarthy, sr. v.p.-Metro/New York Group; H. Prentice Merritt, sr. v.p.-development; J. Paul Stillwell, sr. v.p.-field support; Ivan K. Szathmary, sr. v.p.-information & administration systems; Robert G. Ulrich, sr. v.p. & general counsel; Larry G. Zettle, sr. v.p.-grocery/general merchandise; Randall A. Bostwick, v.p. & president-Super Market Service Corporation; James B. Burmeister, v.p.-Carolina Group; Timothy J. Courtney, controller; Patrick R. Cronin, v.p.-personnel; Herman J. Freytag, v.p.-Central Group; William W. Jackson, v.p.-Southwestern Group; H. Nelson Lewis, v.p.-industrial relations; James L. Madden, v.p.-Mid-Atlantic Group; Thomas F. Mayer, v.p.-meat merchandising; Arthur C. Melervey, secretary; Merlin R. Miller, v.p.-labor & control; Robert M. Quinn, v.p.-financial planning; Gregory K. Raven, treasurer; Michael J. Rourke, v.p.-advertising & marketing; Robert L. Spencer, v.p.-Southern Group; Burton J. Weinbaum, v.p.-Northeast Group; Harold N. Tolchinsky, asst. secretary & general counsel.

DIRECTORS: James Wood, chairman; Harold J. Berry, Walter D. Dance, Rosemarie Baumeister, Sidney A. Kohl, Eckart C. Siess, Helga Haub, Christopher F. Edley, James W. Rowe, Paul C. Nagel, Jr., Barbara Barnes Hauptfuhrer, Fritz Teelen, Henry W. Van Baalen, Eckart C. Siess.

BUSINESS ACTIVITIES: Operates a chain of supermarkets under the A&P, PLUS and Family Mart names in the United States and Canada.

NUMBER OF STORES: 1,055

RETAIL SALES (1982): \$6,226,755,000

JEWEL COMPANIES, INC.

O'Hare Plaza
5725 N. East River Road
Chicago, Illinois 60631
(312) 693-6000

OFFICERS: Weston R. Christopherson, chairman of the board and chief executive officer; Richard G. Cline, president & chief operating officer; Lawrence Howe, vice chairman; Donald S. Perkins, chairman of the executive committee; Robert P. Dorsher, Clifford R. Johnson, Gene B. Kilham, Thomas F. Harwood, senior vice presidents; Stephen C. Adams, v.p.-information systems; John N. Balch, v.p. & treasurer; John L. Benner, v.p. & controller; Robert F. Berrey, v.p., general counsel & secretary; Robert D. Jones, v.p.-public affairs; Charles E. McClellan, v.p.-taxes; Thomas M. Nielsen, v.p.-compensation & benefits; Jacob J. Schnur, v.p. & chief real estate counsel.

DIRECTORS: Raymond C. Baumhart, Silas S. Cathcart*, Richard G. Cline, Weston R. Christopherson*, Stephen M. DuBrul, Jr., Karl D. Bays, Lawrence Howe*, Louis V. Gerstner, Jr., Richard B. Ogilvie*, Barbara Scott Preiskel, Lawrence E. Fouraker, James E. Olson, James B. Fisher.

* Member of the Executive Committee

BUISNESS ACTIVITIES: Operates supermarkets under the names Jewel Food Stores, Star Markets, Buttrey Food Stores, and Eisner Food Stores and convenience stores under the White Hen Pantry name. Stores operate in Maine, Massachusetts, New Hampshire, Rhode Island, Michigan, Minnesota, Montana, Indiana, Illinois, Idaho, and Wisconsin.

NUMBER OF STORES: 325

RETAIL SALES (1984): \$5,723,522,000

THE KROGER CO.

1014 Vine Street
Cincinnati, Ohio 45201
(513) 762-4000

OFFICERS: Lyle Everingham, president, chairman of the board & chief exec. officer; John A. Cornett, vice chairman; William G. Kagler, president; Richard M. Koster, Charles L. Thomas, sr. v.p.'s; George A. Leonard, v.p., secretary & general counsel; Gerald L. Wolken, v.p. & president-Super Rx Drug Stores; Lorrence T. Kellar, v.p. & treasurer; Jack G. Hudson, v.p. & controller; Raymond F. Abaray, Robert E. Saffron, v.p.'s; Arthur Juergens, William J. Sinkula, John L. Strubbe, David A. Burt, group v.p.'s; Ray E. Dillon, Jr., chairman-Dillon Companies, Inc.; Richard W. Dillon, vice chairman-Dillon Companies, Inc.; Joseph A. Pichler, president-Dillon Companies, Inc.

DIRECTORS: Jackson C. Hinds, Philip E. Beekman, Lyle Everingham, James P. Herring, T. Ballard Morton, Jr., W. George Pinnell, John A. Cornett, Jr., Ray E. Dillon, Jr., Richard W. Dillon, William G. Kagler, Joseph A. Pichler, William D. Atteberry, Russell L. Wagner, John D. Ong, Patricia Shontz Longe, Thomas H. O'Leary, Raymond B. Carey, Jr., Otis M. Smith.

BUSINESS ACTIVITIES: Operates a chain of retail supermarkets and drug stores; also conducts food processing operations. Supermarkets are located in 21 states, primarily in the Midwest and South; drug stores are located in 21 states.

NUMBER OF STORES: 1,428

RETAIL SALES (1983): \$15,236,013,000

LOBLAW COMPANIES LIMITED

22 St. Clair Avenue East
Toronto, Ontario, Canada M4T 2S3
(416) 922-2500

OFFICERS: W. Galen Weston, chairman of the board; Richard J. Currie, president; David M. Williams, sr. v.p. & chief financial officer; Brian Y. Davidson, sr. v.p.-business development; Harold A. Seitz, sr. v.p.-real estate development; Douglas N. Lunau, v.p.-procurement services; Sheldon Douglass, v.p.-financial services; Wayne E. East, v.p.-information services; David Bragg, controller; James H. Farrell, v.p., general counsel & secretary; John N. McCulloch, v.p. & asst. gen. counsel; John W. Thompson, v.p. & treasurer; Dorothy M. Leamen, assistant controller; Stewart E. Green, asst. secretary; Shimon Petroff, asst. treasurer; Richard P. Mavrinac, tax officer.

DIRECTORS: W. Galen Weston, chairman; Richard J. Currie, Charles M. Humphrys, Robert H. Kidd, Roger A. Lindsay, Arthur H. Mingay, David A. Nichol, George B. Robertson.

BUSINESS ACTIVITIES: A Canadian holding company controlling major interest in food retailing and wholesaling in Canada and the United States. In addition to its food-related operations, Loblaw, through its subsidiaries, also participates in the Canadian general merchandise industries.

NUMBER OF STORES: 403

RETAIL SALES (1983): \$6,091,019,000

LUCKY STORES, INC.

6500 Clark Avenue
P.O. Box BB
Dublin, California 94566
(415) 828-1000

OFFICERS: S. Donley Ritchey, chairman & chief executive officer; John M. Lillie, president; Kenneth W. Cope, sr. v.p.-administration; Lawrence A. DeSanto, sr. v.p.-specialty stores; Theodore F. Brunner, sr. v.p.-manufacturing & support facilities; Ivan Owen, sr. v.p. & chief financial officer; Leon W. Roush, sr. v.p.-food operations; Anne C. Broone, v.p. & controller; Richard C. Biagi, v.p.-real estate; Jerry J. Sgobassi, v.p.-meat operations; Lester C. Kranhold, v.p.-engineering; Frank J. Dorsey, v.p.-warehousing, distribution and store systems; Walter A. Nelsen, v.p.-produce merchandising; Raymond H. Sweeney, v.p.-industrial relations; R. Lee Paulson, v.p.-management information systems; Christopher McLain, secretary.

DIRECTORS: Gerald A. Awes*, William H. Dyer, Jr.*, Wayne H. Fisher*, Ivan Owen, Dwight E. Stanford, Stanley Hiller, Jr., Walter E. Hoadley, John H. Hoefer, James A. Petit, Joseph A. Woods, Jr., Don C. Frisbee, Forrest A. Plant, Mary E. Lanigar, S. Donley Ritchey*, John M. Lillie*, Melvin B. Lane.

* Member of Executive Committee.

BUSINESS ACTIVITIES: Operates a chain of food units consisting of supermarkets, discount centers and food departments of department stores; Lucky Discount Supermarkets are located in Western states; Food Basket in San Diego County, California; Kash N'Karry in Florida; Eagle Discount Supermarkets in the Midwest and Texas.

NUMBER OF STORES: 567

RETAIL SALES (1983): \$8,388,135,000

MARSH SUPERMARKETS, INC.

P.O. Box 155
501 Depot Street
Yorktown, Indiana 47396
(317) 759-8101

OFFICERS: William P. Givens, chairman of the board; Don E. Marsh, president & chief exec. officer; C. Alan Marsh, exec. vice president; William L. Marsh, v.p.-real estate; Donald M. Rix, v.p.-merchandising; Ronald R. Walicki, v.p.-convenience store operations; P. Lawrence Butt, v.p. & counsel; Porter Eckerty, v.p.-supermarket operations; Kenneth D. Kelly, v.p.-warehousing & transportation; Hartman W. Smith, v.p.-finance, secretary & treasurer; Mary B. Needler, asst. secretary & asst. treasurer; David M. Redden, v.p.-personnel; Lois A. Gross, asst. secretary.

DIRECTORS: Jack E. Buckles, William P. Givens, Don E. Marsh, Estel V. Marsh, C. Alan Marsh, Garnet Marsh, Van P. Smith, Charles R. Clark, Thomas L. Reese, Van P. Smith, Bruce Shelton, Hartman W. Smith.

BUSINESS ACTIVITIES: Operates supermarkets, combination food and drug stores, and Village Pantry convenience stores in Indiana and Ohio. Also operates 5 fresh produce markets under the name of "Farmers' Market".

NUMBER OF STORES: 220

RETAIL SALES (1984): \$604,952,792

NASH FINCH COMPANY

3381 Gorham Avenue
St. Louis Park, Minnesota 55426
(612) 929-0371

OFFICERS: Thomas A. Riley, chairman of the board; Harold B. Finch, Jr., president & chief executive officer; R.N. Mammel, exec. v.p.; Alan W. Clark, senior vice president; Arthur C. Wangaard, Jr., J.O. Rodysill, vice presidents; Robert F. Nash, treasurer; Burton M. West, Philip E. Bortscheller, assistant treasurers; J.F. Shekleton, controller; Julian W. Mageli, secretary; Walter G. Hreno, asst. secretary.

DIRECTORS: Thomas A. Riley*, chairman; Floyd C. Ashley*, Alan W. Clark*, Ann M. Growley, Harold B. Finch, Jr.*, Julian W. Mageli, R.N. Mammel*, Donald R. Miller, Robert F. Nash*, J.O. Rodysill, J.F. Shekleton, Arthur C. Wangaard, Jr.*.

* Member of the Executive Committee

BUSINESS ACTIVITIES: Owns and operates 99 supermarkets, membership food markets and Family Thrift Centers. Its 13 food distribution centers supply 379 affiliated supermarkets and over 1,700 independent retailers and institutions. The firm also owns a produce marketing subsidiary in California, which sells fresh fruits and vegetables to large wholesalers and chain retailers.

NUMBER OF STORES: 99

RETAIL SALES (1983): \$1,142,988,030

THE OSHAWA GROUP LIMITED

302 The East Mall
Islington, Ontario, Canada M9B 6B8
(416) 236-1971

OFFICERS: Ray D. Wolfe, chairman of the board & chief exec. officer; Allister P. Graham, president & chief operating officer; Philip F. Connell, sr. v.p. & chief financial officer; William L. Atkinson, group v.p.-general merchandise; Jack B. Wolfe, group v.p.-food service and produce companies; Sam Crystal, v.p.-public affairs; Paul B. Nielsen, v.p.-industrial relations; Matilda Manojlov, v.p.-profit improvement; Sidney Pasoff, v.p.-management information services; Murray C. Goldman, v.p.-development; Donald A. Smith, v.p.-human resources; E. Leonard Besler, controller; Leonard Eisen, treasurer; Harold J. Wolfe, secretary & general counsel.

DIRECTORS: William L. Atkinson, Murray C. Goldman, Allister P. Graham, Albert Shifrin, Charles Perrault, Arthur J.R. Smith, Harold J. Wolfe, Harvey S. Wolfe, Philip F. Connell, Ray D. Wolfe, Jack B. Wolfe.

BUSINESS ACTIVITIES: Canadian food supplier through retail outlets in Ontario, Quebec, the Atlantic provinces, Manitoba and Saskatchewan. These comprise franchise markets (including IGA markets) as well as company-owned food markets (Food City Markets, Bonimart stores). Also a food wholesaler (Codville Distributors in Manitoba, Saskatchewan and Northwestern Ontario; Ontario Food Division in Ontario; Hudon et Deaudelin Limitee in Quebec and Bolands in the Atlantic Provinces) and food supplier to institutional customers (Hickerson-Langs Supply Company).

NUMBER OF STORES: 1,001

RETAIL SALES (1984): \$2,434,985,000

PACIFIC GAMBLE ROBINSON CO.

4103 Second Avenue
Seattle, Washington 98134
(206) 624-0111

OFFICERS: Douglas S. Gamble, president; E.A. Thompson, exec. vice president; Donald P. Gamble, Jr., vice president; E.W. Sandygren, v.p. & secretary; John L. Knukson, treasurer; Richard Elzner, Ethel E. Ratfield, asst. secretaries.

DIRECTORS: Mervin Arenchild, Douglas S. Gamble*, E.A. Thompson*, Donald P. Gamble, Jr., Douglas R. Hendel, Norman C. Morrison, E.W. Sandygren*, Virginia L. Parks, George K. Gosko, Hans G. Willers.

* Member of Executive Committee.

BUSINESS ACTIVITIES: Operates 32 conventional supermarkets (Family Market and Tradewell Stores) and 75 wholesale type markets (Prairie Markets). These stores are located in Oregon, Washington and California. Also conducts shipping, distributing and trucking operations.

NUMBER OF STORES: 107

RETAIL SALES (1983): \$833,199,313

PUEBLO INTERNATIONAL, INC.

Loiza Expressway
Corner of Campo Rico Avenue
Carolina, Puerto Rico 00630

375 Park Avenue
New York, New York 10152
(212) 935-1710

OFFICERS: Harold Toppel, chairman of the board; Manuel I. Vallecillo, vice chairman; Revenol Duryea, president; Milton Toppel, v.p.; Agustin Borrero, sr. v.p.-finance & administration & treasurer; Robert Locke, v.p.-planning & development & asst. secretary; Jesus Jaen, controller & asst. secretary; Julia M. Garriga, v.p., gen. counsel & secretary; Manuel Cuevas, Rafael Torres, asst. secretaries & asst. treasurers.

DIRECTORS: Harold Toppel*, William C. Lang*, George Toppel*, Milton Toppel*, Manuel Vallecillo*, A. Michael Victory, Abraham Zaleznik, Guillermo Rodriguez-Benitez, Revenol Duryea*, Carlos O. Souffront.

* Member of Executive Committee.

BUSINESS ACTIVITIES: Operates Pueblo Supermarkets, conventional and warehouse-type stores, in Puerto Rico and the U.S. Virgin Islands. Also operates a bakery in Venezuela and a wholesale cash-and-carry operation in Florida.

NUMBER OF STORES: 44

RETAIL SALES (1984): \$476,806,000

SAFeway STORES, INCORPORATED

Fourth and Jackson Streets
Oakland, California 94660
(415) 891-3000

OFFICERS: Peter A. Magowan, chairman of the board & chief executive officer; James A. Rowland, president & chief operating officer; Edward N. Henney, exec. v.p.-supply operations; E. Richard Jones, exec. v.p.-information services & planning; Harry D. Sunderland, exec. v.p. & chief financial officer; John Bell, John S. Kimball, Fred E. MacRae, William H. Maloney, group v.p.'s; Robert H. Kinnie, v.p., president & chief exec. officer-Canada Safeway Limited; F.J. Dale, sr. v.p. & controller; Roderick W. Davis, sr. v.p.-management information systems; Philip G. Horton, sr. v.p.-real estate, engineering & distribution; Neils V. Lawson, sr. v.p. & corporate strategic systems; John L. Morris, sr. v.p. & corporate economist; John H. Prinster, sr. v.p.-marketing; John L. Repass, sr. v.p.-human resources; Bernat Rosner, sr. v.p., secretary & general counsel, Patrick S. Totman, sr. v.p.-finance.

DIRECTORS: A.G. Anselmo, John F. Bookout, Dale L. Lynch, William H. Webster, Brayton Wilbur, Jr., Percy Chubb III, Mary Gardiner Jones, Harry D. Sunderland, James R. Harvey, Roger D. Lapham, Jr., James A. Rowland, Merrill L. Magowan, W.S. Mitchell, Edward N. Henney, Marjorie S. Kinney, Peter A. Magowan, Samuel H. Armacost, Peter C. Bawden, Steven Muller.

BUSINESS ACTIVITIES: Operates a chain of supermarkets in the United States, Canada, The United Kingdom, West Germany and Australia.

NUMBER OF STORES: 2,507

RETAIL SALES (1983): \$18,585,217,000

SHOPWELL, INC.

400 Walnut Avenue
Bronx, New York 10454
(212) 579-3400

OFFICERS: Martin Rosengarten, chairman of the board, president & chief executive officer; Jay M. Rosengarten, exec. v.p. & chief financial & administrative officer; Glen Rosengarten, exec. v.p. & chief operating officer; James Flanagan, v.p.-whole-sale sales; Alfred E. Toolan, v.p.-warehousing & transportation; Alan H. Olstein, v.p.-sales & merchandising; David Smithies, v.p.-human resources; Stuart Spivak, v.p. & controller; Robert Winters, v.p.-corporate services; Lawrence R. Buxbaum, v.p.-real estate & secretary; Abraham Laxer, v.p.-advertising.

DIRECTORS: Herbert B. Daitch*, Walter Feldesman*, Arthur I. Meyer, Martin Rosengarten*, Fred Siegel*, John L. Procope*, Ted Petrillo*, Glen Rosengarten*, Jay M. Rosengarten*, Albert G. Lowenthal, Stephen E. Miron.

* Member of Executive Committee.

BUSINESS ACTIVITIES: Operates a chain of conventional department supermarkets. Stores operate under the name of Daitch-Shopwell Supermarkets. Shopwell Supermarkets, and Daitch Dairy Stores are located in the metropolitan New York area, Westchester, Rockland, Putnam and Nassau Counties in New York State and Connecticut. In addition, the Company operates a convenience store and a Shopwell package store.

NUMBER OF STORES: 65

RETAIL SALES (1983): \$511,936,396

STEINBERG INC.

Alexis Nihon Plaza
1500 Atwater Avenue
Montreal, Quebec, Canada H3Z 1Y3
(514) 931-9131

OFFICERS: Melvyn A. Dobrin, chairman of the board & chief executive officer; Nathan Steinberg, vice-chairman of the board & sr. v.p.; Peter F. McGoldrick, president & chief operating officer; Mitzi S. Dobrin, exec. v.p.-legal & corp. affairs; H. Arnold Steinberg, exec. v.p.-finance & development; Henri Tremblay, group v.p.-human resources; Alain B. Bilodeau, v.p.-labour relations; William Howieson, v.p.-treasurer and comptroller; Diane Marcelin Laurin, v.p.-general counsel & secretary; Irving Ludmer, president & chief exec. officer, Ivanhoe Inc.; Pierre de Grandpré, v.p.-taxation; William Cleman, v.p.-special projects; Norman Auslander, group v.p. & gen. mgr., Ontario Div.; Soly Cohen, group v.p. & gen. merchandise mgr.-Miracle Mart Div.

DIRECTORS: Donald G. Campbell, André Charron, J.V. Raymond Cyr, Melvin Dobrin, Mitzi S. Dobrin, Lazarus Phillips, Gérard Plourde, H. Arnold Steinberg, Nathan Steinberg, Peter F. McGoldrick.

BUSINESS ACTIVITIES: Operates food stores in the provinces of Quebec, New Brunswick, and Ontario. Businesses include restaurants, flour milling, bakery and food processing operations, with restaurant activities in Manitoba, and box stores in Ontario, Manitoba, Saskatchewan and Alberta.

NUMBER OF STORES: 525

RETAIL SALES (1983): \$3,352,851,000

THE STOP & SHOP COMPANIES, INC.

P.O. Box 369
Boston, Massachusetts 02101
(617) 770-8000

OFFICERS: Sidney R. Rabb, chairman of the board; Avram J. Goldberg, president & chief executive officer; Albert S. Frager, sr. v.p., treasurer & chief financial officer; Frank A. Crowley, v.p.-real estate; Carol R. Goldberg, exec. v.p. & chief operating officer; Robert J. Levin, vice chairman of the board; Anthony DiNardo, sr. v.p.; Samuel W.W. Mandell, v.p.-gen. counsel, clerk & secretary; Daniel Donegan, v.p.-distribution & management information planning; Louis P. Steinberg, v.p.-marketing services; Harold E. Fine, v.p.-engineering and construction; Arthur S. Robbins, v.p.-financial services & asst. treasurer; Charles Richards, v.p.-corporate properties; Geoffrey M. Hokzer, corporate controller; Joseph D. McGlinchey, v.p.-finance & chief accounting officer; William Vaughn, III, v.p.-labor relations; Janet Elliott Freeman, v.p.-human resources, Rufus E. Lester, group v.p.-public policy & technical affairs.

DIRECTORS: Norman L. Cahners, Clifton B. Cox, Julian I. Edison, Avram J. Goldberg*, Irving W. Rabb*, Norman S. Rabb, Sidney R. Rabb*, William W. Wolfach, Albert S. Grager, Carol R. Goldberg, John G.L. Cabot, Phyllis A. Wallace, William F. Pounds, Robert J. Levin.

* Member of the Executive Committee.

BUSINESS ACTIVITIES: Operates Stop & Shop supermarkets in Connecticut, Massachusetts, New Hampshire, New York, Rhode Island and Virginia.

NUMBER OF STORES: 115

RETAIL SALES (1984): \$2,790,799,000

SUPER VALU STORES, INC.

11840 Valley View Road
Eden Prairie, Minnesota 55344
(612) 828-4000

Mailing address:

P.O. Box 990
Minneapolis, Minnesota 55440

OFFICERS: Michael W. Wright, chairman, president & chief executive officer; John E. Morrissey, sr. v.p.-distribution; John B. Ferris, sr. v.p.-finance; William S. Bailey, v.p. & pres.-County Seat Stores; Thomas L. Dekko, v.p.-sales; Charles D. Dugan, Jr., v.p.-legal & secretary; J. Gary Rhymes, controller; Ronald C. Tortelli, v.p.-human resources; Sumner H. Goldman, v.p.-merchandising; Lloyd Stenbeck, v.p.-store engineering; Gene D. Hoffman, sr. v.p. & pres.-Wholesale Food Companies; John J. Prior, v.p.-labor relations; Robert O. Erickson, v.p.-market development; David A. Cairns, treasurer; William C. Hunt, asst. secretary; William J. Tyrrell, v.p. & pres.-ShopKo Stores.

DIRECTORS: Morris Lewis, Jr., Jack J. Crocker, James P. McFarland, James T. Wyman, Albert R. Whitman, William S. Bailey, John E. Morrissey, Michael W. Wright, Arnold R. Weber, Harriet Perlmutter, Vernon H. Heath, Steven I. D'Agostino, Richard D. McCormick.

BUSINESS ACTIVITIES: Engaged primarily in the supplying and servicing of over 2,300 retail food stores in 27 states from sixteen distribution centers. Independent retailers own and operate 2,200 of the retail food stores and the Company owns all or a majority interest of the remaining 79 stores. Most of the stores operate under one of the Super Valu licensed or sub-licensed names: Super Valu, IGA, Sure Save, U-Save, Disco, Super Dollar, Sunflower, Banner and Mr. Quik.

NUMBER OF STORES: 79

RETAIL SALES (1984): \$5,922,681,000

SUPERMARKETS GENERAL CORPORATION

301 Blair Road
Woodbridge, New Jersey 07095
(201) 499-3000

OFFICERS: Alex Aidekman, chairman of the board; Leonard Lieberman, president & chief exec. officer; Stanley Abramson, exec. v.p. & group exec.-General Merchandise Divisions; Bernard Paroly, exec. v.p. & president-Pathmark Division; James D. Dougherty, exec. v.p., secretary & general counsel; Murray Levine, sr. v.p. & controller; Harvey M. Gutman, v.p.-planning & research; Jerome Katcher, v.p.-technical services; Arnold J. Pearl, v.p.-real estate & store development; Jeffrey C. Girard, treasurer.

DIRECTORS: Alex Aidekman, J. Kenneth Boyles, Leonard Lieberman, Raymond J. Peterson, Stanley Abramson, Harvey M. Krueger, Fred R. Sullivan, Bernard Paroly, Claudine Malone, Robert I. Smith, Norman M. Hinerfield, Alan Sagner, Robert Marks, Josh S. Weston.

BUSINESS ACTIVITIES: Operates a chain of supermarkets under the Pathmark name in New York, New Jersey, Connecticut, Delaware and Pennsylvania.

NUMBER OF STORES: 130

RETAIL SALES (1983): \$3,517,548,000

THRIFTIMART, INC.

1837 South Vermont Ave.
Los Angeles, California 90006
(213) 737-8400

OFFICERS: Donald J. Roose, chairman of the board; Robert J. Emmons, president & chief exec. officer; William R. Micka, F. Gene Dupree, v.p.'s; Edward A. Pearson, v.p.-finance & treasurer; Edward B. Smith III, secretary; Roger M. Laverty, III, v.p. & asst. secretary; Catherine M. Stemmler, asst. secretary.

DIRECTORS: Donald J. Roose, chairman; Edward B. Smith III, Marshall D. Duffield, Robert J. Emmons, Ross E. Roeder, William R. Micka, Frank Barker, Antoine Guichard, Yves Guichard.

BUSINESS ACTIVITIES: Operates a chain of supermarkets and a chain of Cash-and-Carry wholesale outlets in Southern California and Nevada. The Company's wholesale warehouse supplies merchandise to those company-owned stores as well as to institutional customers and other supermarkets. Supermarkets are operated under the name "Thriftmart." Cash-and-Carry stores operated under the name "Smart & Final Iris Co."

NUMBER OF STORES: 39

RETAIL SALES (1984): \$491,627,000

WALDBAUM, INC.

Hemlock Street and Boulevard Avenue
Central Islip, New York 11722
(516) 582-9300

OFFICERS: Ira Waldbaum, president; Aaron Malinsky, exec. v.p.; Ernest Brown, sr. v.p.-sales & merchandising; George Brown, sr. v.p.-store operations; Jack Kaufman, v.p.-finance; Melvin Levy, v.p.-industrial relations; Joseph Senitt, v.p.-grocery buying; Martin Krichmar, v.p.-produce; Stanley Lang, v.p.-store operations; Alfred Leffel, v.p.-frozen foods; Frank Bzezinski, v.p.-meat; Dominic Piccininni, v.p.-safety & claims; Martin Waldbaum, v.p.-non-foods; Morris Pitt, v.p.-appetizing; Sidney Zukerman, v.p.-advertising; Julia Waldbaum, secretary; Irving Leffel, treasurer.

DIRECTORS: Ira Waldbaum, Julia Waldbaum, Irving Leffel, Philip Greene, Kenneth Gordon.

BUSINESS ACTIVITIES: Operates a chain of Waldbaum's supermarkets in Brooklyn, The Bronx, Staten Island, Queens, Nassau, Suffolk, Westchester, and Rockland counties in New York State and in Connecticut; also operates Food Mart Supermarkets in Connecticut and Massachusetts.

NUMBER OF STORES: 144

RETAIL SALES (1983): \$1,586,895,000

WEIS MARKETS, INC.

1000 South Second Street
Sunbury, Pennsylvania 17801
(717) 286-4571

OFFICERS: Sigfried Weis, president; Robert F. Weis, vice president & treasurer; Michael C. Rheam, vice president & secretary; Richard D. Madison, v.p.-merchandising; Alan L. Barrick, v.p.-engineering & manufacturing; Walter B. Bruce, v.p.-private label; Kenneth M. Gingrich, v.p. & controller; George J. Michalak, v.p.-perishables; John W. Phillips, v.p.; Norman S. Rich, v.p.-store operations; Richard L. Wetzell, v.p.-accounting.

DIRECTORS: Sigfried Weis, Robert F. Weis, Michael C. Rheam, Charles H. Watts, II, Peter M. Sacerdote.

BUSINESS ACTIVITIES: Operates supermarkets in Pennsylvania, New York and Maryland, under the name of Weis Markets. The Sunbury Wholesale Seafood Company specializes in the distribution of frozen seafood and grocery items to restaurants and institutions. Also operates 8 Amity House Restaurants.

NUMBER OF STORES: 116

RETAIL SALES (1983): \$891,857,000

WINN-DIXIE STORES, INC.

5050 Edgewood Court
Post Office Box B
Jacksonville, Florida 32203
(904) 783-5000

OFFICERS: James E. Davis, chairman of the board; R. D. Davis, vice chairman of the board; F.L. James, exec. v.p.; S.W. Evans, R.J. Holmes, senior v.p.'s; T. Wayne Davis, T.N. Alexander, W.F. Brim, O.D. Carpenter, J.H. Childers, C. Lester Cotton, R.J. Ehster, F.W. Hammond, W.M. Harris, H.E. Hess, T.E. Holloway, J.D. James, D.L. Kimsey, James Kufeldt, L.G. Libby, R.W. Massey, C.H. McKellar, H.E. Miller, H.F. Minshew, T.H. Moss, L.B. Perry, C.R. Raulerson, L.J. Sadlowsky, E.T. Walters, C.E. Winge, G.P. Woodard, vice presidents; R.J. Head, treasurer; W.F. Fant, controller.

DIRECTORS: James E. Davis*, chairman; A.D. Davis*, M. Austin Davis, R.D. Davis*, A. Dano Davis*, T. Wayne Davis, Jr., Joe A. Adams, J. Shepard Bryan, Jr., G. Keith Funston, Ben Hill Griffin, Jr., M.H. Hollingsworth, Mills B. Lane, Jr., Radford D. Lovett, Richard V. Moore, J.C. Pace, Jr., George A. Smathers, Charles P. Stephens, C.W. Waldorf*, Sam M. Walton.

* Member of the Executive Committee.

BUSINESS ACTIVITIES: Operates Winn-Dixie food stores in Florida, Georgia, North Carolina, South Carolina, Alabama, Mississippi, Louisiana, Virginia, Kentucky, Tennessee, Indiana, Oklahoma and Texas.

NUMBER OF STORES: 1,210

RETAIL SALES (1983): \$7,018,605,000

GROCERY STORE STATISTICAL PROFILE

The information contained in this section consists of data based on reports from the U.S. Bureau of the Census, Food Marketing Institute and other trade sources as compiled by the Market Research Department and The Special Projects Division of Fairchild Books.

GROCERY STORE FIRMS BY SALES SIZE, 1977

	Firms			Stores		Sales	
	Number	%		Number	Mil. \$	%	
Firms, Total	136,263	100.0%		178,835	\$147,759	100.0%	
Annual Sales							
\$50,000,000 or more	220	0.4		29,629	84,823	57.4	
25,000,000 - 49,999,000	153			2,331	5,360	3.6	
20,000,000 - 24,999,000	70			858	1,588	1.1	
15,000,000 - 19,999,000	141			1,430	2,494	1.7	
10,000,000 - 14,999,000	274	0.2		1,756	3,349	2.3	
5,000,000 - 9,999,000	1,009	0.7		3,674	6,954	4.7	
1,000,000 - 4,999,000	10,148	7.4		13,767	20,878	14.1	
500,000 - 999,000	9,533	7.0		10,298	6,865	4.6	
Less than \$500,000	114,715	84.2		115,092	15,448	10.5	

CONCENTRATION OF SALES AMONG MAJOR GROCERY STORE FIRMS, 1977

	Stores		Sales		Payroll (Entire year)	
	Number	%	Mil. \$	%	Mil. \$	% of Sales
All firms (136,263)	178,835	100.0%	\$147,759	100.0%	\$13,342	9.0%
4 largest firms	6,150	3.4	25,764	17.4	2,552	9.9
8 largest firms	8,195	4.6	36,003	24.4	3,643	10.1
20 largest firms	13,950	7.8	51,006	34.5	5,072	9.9
50 largest firms	18,909	10.6	64,259	43.5	6,336	9.9

Source: U.S. Bureau of the Census,
Census of Retail Trade, 1977.

**GROCERY STORE FIRMS, NUMBER OF STORES
OPERATED & SALES, 1977**

	Firms		Stores		Sales	
	Number	%	Number	%	Mil. \$	%
Total	136,263	100.0%	178,835	100.0%	\$147,759*	100.0%
Single units	132,850	97.1	132,850	74.3	41,752	28.2
Multi units	3,413	2.5	45,985	25.7	104,076	70.4
2 - 5 stores	2,504	1.8	6,962	3.9	11,716	7.9
6 - 10 stores	349		2,612	1.5	5,377	3.6
11 or more stores	460		36,411	20.4	86,981	58.9
11 - 25 stores	247	0.9	3,908	2.2	8,332	5.6
26 - 50 stores	99		3,666	2.0	8,926	6.0
51 - 100 stores	61		4,325	2.4	10,403	7.0
101 or more	53		24,512	13.7	59,320	40.1

*Does not include sales of firms not in business at end of year amounting to \$1.7 billion.

Source: U.S. Bureau of the Census,
Census of Retail Trade, 1977

	1977			1972		
	Number	%	Sales Mil. \$	Number	%	Sales Mil. \$
Grocery stores, total	178,835		\$147,758.5	194,379		\$93,327.5
In business entire year	156,098	100.0%	139,916.5	178,379	100.0%	87,440.8
\$5,000,000 or more	6,915	4.4	51,849.3	1,687	0.9	11,792.6
\$2,000,000 - \$4,999,000	15,049	9.6	49,400.9	11,333	6.4	33,982.4
\$1,000,000 - \$1,999,000	8,914	5.7	12,949.9	11,974	6.7	17,365.4
Under \$1,000,000	125,220	80.2	25,716.4	153,385	86.0	24,300.5
						27.8

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**GROCERY STORES WITH PAYROLL: SALES BY TYPE
OF MERCHANDISE, 1977, 1972**

	1977			1972		
	Stores Number	%	Sales Mil. \$	Stores Number	%	Sales Mil. \$
Total	126,635	100.0	\$143,937.6	128,115	100.0	\$90,048.2
Groceries & other foods	126,635	100.0	122,136.6	128,115	100.0	76,429.0
Meat, fish, poultry	103,761	81.9	27,604.5	119,818	93.5	23,037.8
Fresh fruits, vegetables	94,834	74.9	10,063.3	103,796	81.0	6,126.7
Frozen foods	98,545	77.8	6,367.1	98,140	76.6	4,050.1
Dairy products	107,272	84.7	11,221.1	105,624	82.4	6,694.4
Bakery products except frozen	93,281	73.7	4,894.9	92,419	72.1	3,102.2
Delicatessen items	51,620	40.8	3,913.1	--	--	--
All other foods	121,254	95.7	58,072.6	115,583	90.2	33,417.8
Packaged alcoholic beverages	58,813	46.4	3,651.6	47,017	36.7	1,915.1
Tobacco products	83,704	66.1	3,483.9	78,481	61.3	2,578.9
Drugs, health aids	41,068	32.4	856.1	56,201	43.9	1,203.6
Toiletries, beauty aids	74,592	58.9	2,901.1	60,878	47.5	1,026.5
Soaps, detergents	71,883	56.8	2,821.5	67,560	52.7	1,818.1
Paper products	72,949	57.6	2,421.2	65,620	51.2	1,450.2
Apparel, except footwear						
Men's & boys'	4,247	3.3	120.6	5,097	4.0	66.6
Women's & children's	4,473	3.5	173.3	6,971	5.4	134.0
Kitchenware & home furnishings	12,721	10.0	528.7	8,622	6.7	216.1
Hardware, electrical supplies	7,023	5.5	143.2	9,015	7.0	141.4
Lawn, garden supplies	3,646	2.9	103.7	4,927	3.8	86.4
Auto fuels, lubricants	12,851	10.1	762.8	7,451	5.8	165.4
Meals, snacks	22,500	17.8	347.0	9,379	7.3	214.2
Other, incl. non-merchandise income	105,188	83.1	2,955.4	--	--	2,602.6
						2.9

**GROCERY STORES: ESTIMATED NUMBER OF STORES
& SALES, 1973-1983**

YEAR	NUMBER	ALL GROCERY STORES	CHAIN GROCERY STORES*	
		SALES (MIL. \$)	SALES (MIL. \$)	% OF TOTAL GROCERY STORE SALES
1973	192,000	\$ 102,385	\$ 55,165	53.9%
1974	191,000	116,056	62,614	54.0
1975	190,000	128,061	68,441	53.4
1976	189,000	137,122	73,505	53.6
1977	178,835	147,142	83,269	56.6
1978	169,500	161,527	91,700	56.8
1979	168,900	188,551	92,900	49.3
1980	167,100	220,800	103,115	46.7
1981	165,000	240,900	119,905	49.8
1982	162,000	252,000	124,382	49.4
1983	158,000	263,800	130,100	49.3

*Stores in organizations of 11 or more stores with sales of \$25 million or more.

**SUPERMARKETS: ESTIMATED NUMBER OF STORES
& SALES, 1973-1983**

YEAR	NUMBER	% OF TOTAL GROCERY STORES	SALES (MIL. \$)	% OF TOTAL GROCERY STORE SALES
1973	29,000	15.1%	\$ 75,464	73.7%
1974	31,000	16.2	86,029	74.1
1975	31,000	16.3	94,653	73.9
1976	30,700	16.2	101,373	73.9
1977	30,500	17.1	109,483	74.4
1978	33,400	19.7	138,470	85.7
1979	33,600	19.9	154,100	81.7
1980	34,900	20.9	170,700	77.3
1981	28,680	17.4	171,620	71.2
1982	28,950	17.9	180,700	71.7
1983	29,550	18.7	189,170	71.7

Note: A supermarket is defined as a grocery store with annual sales volume of \$2 million or more.

Source: Fairchild Market Research Department estimates based on U.S. Census Bureau reports and trade reports.

DISTRIBUTION OF GROCERY STORE SALES BY GEOGRAPHIC REGION

	<u>1983</u>	<u>1982</u>	<u>1981</u>	<u>1980</u>
U.S. Total	100.0%	100.0%	100.0%	100.0%
Northeastern States (New England, Middle Atlantic)	20.4	20.3	21.1	21.1
North Central States (East North Central, West North Central)	23.4	23.7	23.9	24.1
South (South Atlantic, East South Central, West South Central)	35.1	35.2	34.3	34.2
West (Mountain, Pacific)	21.1	20.8	20.7	20.5

PER CAPITA SALES OF GROCERY STORES BY GEOGRAPHIC REGION

	<u>1983</u>	<u>1982</u>	<u>1981</u>	<u>1980</u>	% Change in Sales <u>1983/1982</u>
U.S. Total	\$ 966	\$ 987	\$ 955	\$ 860	- 2.1%
Northeastern States	996	1,027	947	846	- 3.0
North Central States	1,038	1,062	889	802	- 2.3
South	938	949	974	879	- 1.2
West	902	926	1,019	919	- 2.6

Source: Based on U.S. Bureau of the
Census reports.

GROCERY STORE SALES BY MONTHS, 1979-1983

MONTH	1983	1982	1981	1980	1979
January	7.7%	8.0%	8.1%	8.0%	7.7%
February	7.3	7.4	7.3	7.9	7.3
March	8.1	8.0	7.9	8.2	8.3
April	8.3	8.2	8.1	8.2	7.7
May	8.3	8.5	8.6	8.1	8.4
June	8.4	8.3	8.3	8.3	8.8
July	8.9	9.0	8.8	8.3	8.3
August	8.5	8.2	8.5	8.5	8.7
September	8.5	8.3	8.2	8.5	8.4
October	8.4	8.6	8.8	8.6	8.4
November	8.3	8.2	8.2	8.6	8.7
December	9.3	9.3	9.2	8.8	9.3
Year	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Based on U.S. Bureau of the
Census reports.

**DISTRIBUTION OF THE U.S. RESIDENT POPULATION, PERSONAL
INCOME & SUPERMARKET SALES, BY STATE & REGION, 1983**

	Population	Income	Supermarket Sales
U.S. Total (mil. \$)	235.5 100.0%	\$2,329.2 100.0%	\$ 261.7 100.0%
New England	5.5	5.8	6.1
Conn.	1.3	1.7	1.5
Maine	0.5	0.4	0.6
Mass.	2.4	2.7	2.8
New Hamp.	0.4	0.4	0.5
Rhode Island	0.4	0.4	0.4
Vermont	0.2	0.2	0.3
Middle Atlantic	15.8	17.0	15.1
New Jersey	3.2	3.7	3.6
New York	7.5	8.3	7.1
Pa.	5.1	5.0	4.4
East No. Central	17.7	17.7	16.4
Illinois	4.9	5.3	4.5
Indiana	2.3	2.1	2.2
Michigan	3.9	3.9	3.5
Ohio	4.6	4.4	4.5
Wisconsin	2.0	2.0	1.7
West No. Central	7.4	7.3	7.4
Iowa	1.2	1.2	1.3
Kansas	1.0	1.1	1.0
Minnesota	1.8	1.8	1.7
Missouri	2.1	2.0	2.3
Nebraska	0.7	0.7	0.6
North Dakota	0.3	0.3	0.2
South Dakota	0.3	0.3	0.3
South Atlantic	16.6	15.7	15.7
Delaware	0.3	0.3	0.2
D.C.	0.3	0.3	0.2
Florida	4.6	4.6	4.3
Georgia	2.4	2.1	2.2
Maryland	1.8	2.0	1.9
North Carolina	2.6	2.2	2.4
South Carolina	1.4	1.1	1.2
Virginia	2.4	2.4	2.4
West Virginia	0.8	0.7	0.9

(continued)

**DISTRIBUTION OF THE U.S. RESIDENT POPULATION, PERSONAL
INCOME & SUPERMARKET SALES, BY STATE & REGION, 1983**
(continued)

	Population	Income	Supermarket Sales
East So. Central	6.4%	5.2%	6.4%
Alabama	1.7	1.4	1.5
Kentucky	1.6	1.3	1.8
Mississippi	1.1	0.8	1.1
Tennessee	2.0	1.7	2.0
West So. Central	11.0	10.4	11.6
Arkansas	1.0	0.7	0.9
Louisiana	1.9	1.7	1.9
Oklahoma	1.4	1.4	1.4
Texas	6.7	6.6	7.3
Mountain	5.3	5.0	5.6
Arizona	1.3	1.2	1.3
Colorado	1.4	1.5	1.5
Idaho	0.4	0.3	0.5
Montana	0.3	0.3	0.4
Nevada	0.4	0.4	0.4
New Mexico	0.6	0.5	0.6
Utah	0.7	0.6	0.6
Wyoming	0.2	0.2	0.3
Pacific	14.4	15.9	15.7
Alaska	0.2	0.3	0.3
California	10.8	12.2	12.0
Hawaii	0.4	0.5	0.4
Oregon	1.1	1.0	1.1
Washington	1.8	1.9	1.9

Note: State totals may not add to regional totals due to rounding.

Source: Sales and Marketing Management of Buying
Power and Data Service.

**PER CAPITA CONSUMPTION OF
MAJOR FOOD COMMODITIES***

IN POUNDS

	1981(p)	1980	1979	% Change 1981/1980
All items	1399.8	1406.9	1415.1	- 0.5%
Animal products	582.2	587.4	589.9	- 0.9
Crop products	817.6	819.5	825.2	- 0.2
Total red meat	145.2	147.7	144.9	- 1.7
Beef	77.2	76.5	78.0	+ 0.9
Pork	65.0	68.3	63.8	- 4.8
Lamb and mutton	1.4	1.4	1.3	--
Veal	1.6	1.5	1.7	+ 6.7
Fishery products	13.0	12.8	13.0	+ 1.6
Chicken	51.7	50.1	50.6	+ 3.2
Turkey	10.7	10.5	9.9	+ 1.9
Eggs	33.6	34.6	35.2	- 2.9
All dairy products	541.5	544.3	547.7	- 0.5
Fluid whole milk	137.9	143.5	150.1	- 3.9
Total cheese	18.2	17.6	17.2	+ 3.4
Butter	4.3	4.5	4.5	- 4.4
Ice cream	17.2	17.3	17.1	- 0.6
Fats and oils--total fat, food content (including butter)	56.9	55.8	55.8	+ 2.0
Animal fats	10.8	11.0	11.0	- 1.8
Vegetable oils	46.1	44.8	44.8	+ 2.9
Total fruit	142.3	141.2	136.2	+ 0.8
Processed	55.0	55.4	55.5	- 0.7
Fresh	87.3	85.7	80.8	+ 1.9
Total vegetables	154.3	159.2	160.8	- 3.1
Fresh (commercial)	97.1	99.0	96.4	- 1.9
Processed	57.2	60.2	64.4	- 5.0
Wheat flour	116.6	116.9	117.2	- 0.3
Rice	11.0	9.4	9.4	+ 17.0
Sugar	79.4	83.7	89.3	- 5.1
Corn sweeteners	55.0	48.9	43.3	+ 12.5
Coffee	7.7	7.8	8.5	- 1.3
Soft drinks (gallons)	38.0	37.8	36.8	+ 0.5
Spirits**	2.5	2.5	2.6	--
Beer**	31.1	30.9	30.5	+ 0.6
Wine**	2.7	2.8	2.5	- 3.6

* Civilian

** Alcoholic beverages are in gallons of beverage volume for the drinking age population.

(p) preliminary

Source: U.S. Department of Agriculture

CONSUMER PRICE INDEX

(1967 = 100)

	Annual Averages				% Change 1983/1982
	1983	1982	1981	1980	
All Items	298.4	289.1	272.5	246.8	+ 3.2%
Food	291.7	285.7	274.7	254.6	+ 2.1
Food at home	282.2	279.2	269.9	251.5	+ 1.1
Cereals & bakery products	292.5	283.4	271.0	246.4	+ 3.2
Meats, poultry, fish & eggs	256.7	258.2	256.5	242.2	- 0.6
Dairy products	250.0	247.0	243.5	227.4	+ 1.2
Fruits, vegetables	292.2	291.4	276.3	246.7	+ 0.3
Other foods at home	356.6	350.4	308.1	284.5	+ 1.8
Food away from home	319.9	306.5	291.0	267.0	+ 4.4

Source: U.S. Department of Labor,
Bureau of Labor Statistics.

**ADDITIONAL
SUPERMARKET
DATA**

1. A calendar of industry events for 1985 including all major conventions and annual meetings.
2. An Up-to-date directory of food associations.

CALENDAR OF INDUSTRY EVENTS • 1985

MARCH - CONVENTIONS AND ANNUAL MEETINGS

- | | | | |
|--------|---|--------------|--|
| 3-6 | NGA financial management/data processing conference, Hyatt Orlando, Orlando, Fla. | 19-21 | Seafood '85, International Seafood Show, Haynes Auditorium, Sheraton and Boston Hotel, Boston. |
| 3-7 | FMI loss-prevention conference, Tarpon Springs, Fla. | 26-27 | FMI Independent Operator Management Toolchest--Gross Profit Control Retail Accounting Seminar, William Penn Hotel, Pittsburgh. |
| 10-12 | FMI strategic planning conference, Fairmont Hotel, San Francisco. | 24-27 | FMI Advertising/Marketing Executives Conference, Orlando, Fla. |
| 11-12 | FMI national food policy conference, Mayflower Hotel, Washington. | 24-28 | National Housewares Manufacturers Assn., annual convention, McCormick Place West, Chicago. |
| 11-13 | NGA public affairs conference, Washington. | 25, 26 | NGA Human Resources conference, Washington Marriot. |
| 12, 13 | FMI Independent Operators Management Toolchest--Employee Scheduling, Washington. | 27-29 | AMI developing supervisory skill seminar, Airport Marriott, St. Louis. |
| 17-20 | NAWGA annual convention, Hyatt Regency, Chicago. | 31-
Apr 2 | AMI/FMI, meat marketing conference, Houstonian Hotel, Houston. |
| 17-22 | FMI Professional Management Seminar, Hillsdale, Mich. | | |
| 18-20 | NAWGA Buying and Merchandising Seminar, Chicago. | | |

APRIL - CONVENTIONS AND ANNUAL MEETINGS

- | | | | |
|-------|--|--------------|---|
| 9, 10 | FMI annual warehouse markets conference, Milwaukee. | 17-19 | NAWGA Sales Management Seminar, Orlando, Fla. |
| 10-14 | American Health & Beauty Aids Institute midyear conference Palm Springs Marquis Resort and Conference Center, Calif. | 21-23 | NGA Warehouse and Transportation Conference, MGM Grand Hotel Reno. |
| 12-18 | Western Assn. of Food Chains, convention, Sheraton Waikiki, Honolulu | 22-24 | NAWGA Financial Management Seminar, San Francisco. |
| 14-16 | NGA Business Computer Conference, Marriott Pavilion, St. Louis. | 24-26 | NGA Buyer-Seller Conference, Fairmont Hotel, Dallas. |
| 15-17 | NAWGA Personal Computer Executive Briefing, Washington. | 27-29 | Arizona Retail Grocers Assn. annual convention, Hyatt Regency, Phoenix. |
| 16 | Southwestern Food Assn. annual conference, Americana Hotel, Fort Worth. | 27-29 | Tennessee Grocers Assn. annual convention, Hyatt Regency, Knoxville. |
| 17-19 | NAWGA Advertising Seminar, Orlando, Fla. | 29-
May 1 | NAWGA First-Line Supervisors Conference II, Louisville. |

MAY - CONVENTIONS AND ANNUAL MEETINGS

- | | | | |
|------|---|-------|---|
| 5-8 | FMI, annual convention, McCormick Place, Chicago. | 15,16 | AMI, computer use in the meat industry, Drawbridge Inn, Mitchell, Ky. |
| 8-10 | NAWGA Retail Accounting Seminar, Denver. | 19-22 | FMI, financial executives conference, Seattle. |

JUNE - CONVENTIONS AND ANNUAL MEETINGS

- | | | | |
|-----|--|-------|---|
| 1-4 | South Carolina Food Retailer Assn., Landmark Hotel, Myrtle Beach, S.C. | 7-11 | Rhode Island RGA annual convention, Mass. Sheraton, Sturbridge, Mass. |
| 2-5 | Comite International des Entreprises-a Succursales, annual executive conference, New Takanawa Prince Hotel, Tokyo | 10-11 | FMI Retail Automation Conference, New Orleans. |
| 2-7 | FMI Independent Operator/University of Missouri, Professional Course--Fundamentals of Supermarket Operations Management, Columbia, Mo. | 14-17 | Texas RGA, annual convention and trade show, Anatole Hotel, Dallas. |
| 1-7 | General Merchandise Distributors Council, health & beauty aids conference, Westin Hotel, Seattle. | 16-18 | Pennsylvania Food Merchants Assn., Bally Hotel, Atlantic City, N.J. |
| 2-4 | NGA Advertising Conference, Hyatt Regency Minneapolis. | 20-23 | Northeast Wholesale Food Distributors Assn., annual convention, Bretton Woods, N.H. |
| 3-5 | NAWGA First Line Supervisors Conference III, St. Louis. | 23-25 | FMI, Legal conference, Boston. |
| 3-5 | AMI, public affairs conference, Marriott, Washington. | 25-26 | FMI/Produce Marketing Assn./NAWGA, annual produce conference, Monterey, Calif. |
| | | 24-26 | NAWGA Data Processing Conference, Chicago. |

JULY - CONVENTIONS AND ANNUAL MEETINGS

- | | | | |
|-------|---|-------|--|
| 14-15 | Louisiana Retail Food Dealers Assn., annual convention and trade show, Hilton, New Orleans. | 28-31 | NGA annual convention, The Superdome, New Orleans. |
|-------|---|-------|--|

AUGUST - CONVENTIONS AND ANNUAL MEETINGS

- | | | | |
|-------|--|-------|---|
| 11-13 | Piggly Wiggly Assn. convention, Old Opry House, Nashville. | 20-22 | FMI Regional Operators Conference, Las Vegas. |
| 11-13 | North Carolina Food Dealers Assn., annual convention, Adams Mark Hotel, Charlotte. | 23-25 | Houston Food Dealers Assn., annual convention, Adams Mark Hotel, Houston. |
| 19-21 | NAWGA First Line Supervisor Conference I, Milwaukee. | 25-30 | FMI Professional Management Seminar, Hillsdale, Mich. |

SEPTEMBER - CONVENTIONS AND ANNUAL MEETINGS

- | | | | |
|-------|---|-------|---|
| 8-10 | Indiana Grocers Assoc. annual convention, Hyatt Regency, Indianapolis. | 23,24 | Utah Retail Grocers Assn. annual convention, Riviera Hotel, Las Vegas. |
| 8-10 | FMI Electronic Funds Transfer Conference, Washington. | 24-25 | FMI Independent Operators Management Toolchest--Gross Profit Control Retail Accounting Seminar, Chicago. |
| 11-14 | NAWGA midyear conference, Del Coronado, San Diego. | 29- | |
| 14-16 | Montana Food Distributors Assn., annual convention, Heritage Inn, Great Falls, Mont. | Oct 1 | FMI Independent Operators Regional Operations Conference, Boston. |
| 14-16 | Washington State Wholesale Grocers Assn., annual convention, Sheraton Hotel, Spokane. | 29- | |
| | | Oct 2 | FMI Data Processing Conference, Toronto. |
| 15-20 | FMI Independent Operator/University of Missouri Professional Course--Fundamentals of Supermarket Operations Management, Columbia, Mo. | 29- | |
| | | Oct 3 | National Assn. of Service Merchandisers, health and beauty aids conference, Loew's Anatole Center, Dallas. |
| 18-20 | NAWGA First Line Supervisors Conference II, Chicago. | 28- | |
| 18-20 | NAWGA Meat Operations Seminar, Kansas City. | Oct 4 | General Merchandise Distributors Council general-merchandise conference, Marriott Marco Beach Hotel, Marco Island, Fla. |
| 22-24 | Wisconsin Food Dealers Assn., annual convention, Hyatt Regency, Milwaukee. | 29- | |
| | | Oct 1 | FMI Energy Conference, Phoenix. |
| 22-25 | NGA Meat Conference, Hyatt Regency Grand Cypress, Orlando, Fla. | 29- | |
| | | Oct 2 | Food Distribution Research Society annual meeting, Marriott, Fort Lauderdale, Fla. |

OCTOBER - CONVENTIONS AND ANNUAL MEETINGS

- | | | | |
|-------|--|-------|--|
| 2-4 | NAWGA Produce Operations Seminar, Orlando, Fla. | 22,23 | FMI Independent operators Management Toolchest--Employee Scheduling Seminar, Cincinnati. |
| 5-9 | FMI Human Resources Conference, Hilton Head, S.C. | 25-28 | Northern California Grocers Assn., annual convention, Las Vegas Convention Center. |
| 6-9 | FMI Internal Auditing Conference, New Orleans. | 26-29 | Mid-Atlantic Food Dealers Assn., annual convention, Ocean City, Md. |
| 8-9 | FMI Independent Operator Management Toolchest--Employee Scheduling Seminar, New Orleans. | 27-29 | RGA of Florida annual convention, Hyatt Regency, Tampa. |
| 11-15 | Maine State Grocers Assn. annual conference, Samoset Resort, Rockport, Me. | 27-29 | FMI Risk Management Conference, Boston. |
| 17-20 | Oregon Grocers Assn. annual meeting, Hilton, Eugene. | 27-30 | National Frozen Foods Assn., annual meeting and exposition, Atlanta Hilton. |
| 19-23 | PMA annual convention, Moscone Center, San Francisco. | 27- | |
| 20-22 | FMI fall conference, Washington Hilton, Washington. | Nov 1 | FMI Professional Management Seminar, Hillsdale, Mich. |

NOVEMBER - CONVENTIONS AND ANNUAL MEETINGS

- | | | | |
|-----|--|-------|--|
| 4-6 | NAWGA Training and Development Seminar, Atlanta. | 8-13 | FIAE, annual convention, Omni Hotel, Norfolk. |
| 4-6 | FMI industrywide scanning conference, Chicago. | 19-21 | NAWGA First-Line Supervisors Conference III, Pittsburgh. |

DECEMBER - CONVENTIONS AND ANNUAL MEETINGS

- 1-7 National Food Brokers Assn., annual convention, Hilton, San Francisco.

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- American Bakers Association
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- American Dairy Association, Inc.
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- The American Dietetic Association
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- American Dry Milk Institute, Inc.
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- American Frozen Food Institute
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- American Meat Institute
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- American Soc. of Hospital Food Service
Administrators
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- American Spice Trade Association
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- The Association for Dressings & Sauces
5775 Peachtree-Dunwoody Rd. Suite 500D
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- Association of Food Industries
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New York, N.Y. 10006 (212)267-4244
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Milwaukee, Wisconsin 53202 (414)276-5383
- Biscuit and Cracker Distributors
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111 E. Wacker Drive
Chicago, Illinois 60601 (312)644-6610
- California Dried Fruit Export
Association
P.O. Box 270A, 303 Brokaw Road
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- Calorie Control Council
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Atlanta, Ga. 30342 (404)252-3663
- Can Manufacturers Institute
1625 Massachusetts Ave., N.W.
Washington, D.C. 20036 (202)232-4677
- Canned and Cooked Meat Importers,
Association
1000 Connecticut Avenue, N.W. #707
Washington, D.C. 20036 (202)659-2334
- Certified Milk Producers Association
of America
Rocking Horse Ranch
Hillmar, Calif. 95324-0695
- Cheese Importers Association of America
460 Park Avenue
New York, N.Y. 10022 (212)753-7500
- Coffee, Sugar and Cocoa Exchange, Inc.
4 World Trade Center, S.E.
New York, N.Y. 10048 (212)938-2800
- Council of Food Processors Association
Executives
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Washington, D.C. 20005 (202)639-5900
- Fibre Box Association
5725 North East River Road
Chicago, Ill. 60631 (312)693-9600
- Food Marketing Institute
1750 "K" Street, N.W., Suite 700
Washington, D.C. 20006 (202)452-8444

Food Merchandisers of America
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Washington, D.C. 20036 (202)833-1790

Frozen Potato Products Institute
1700 Old Meadow Road, Suite 100
McLean, Virginia 22102 (703)821-0770

General Merchandise Distributors Council
1275 Lake Plaza Drive
Colorado Springs, Colorado 80906
(303)576-4260

Grocery Manufacturers of America
1010 Wisconsin Avenue, N.W., Suite 800
Washington, D.C. 20007 (202)337-9400

International Apple Institute
6707 Old Dominion Dr., Suite 210
Box 1137
McLean, Va. 22101 (703)442-8850

International Association of Ice Cream
Manufacturers
888 16th Street, N.W.
Washington, D.C. 20006 (202)296-4250

International Council of Shopping Centers
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New York, N.Y. 10022 (212)421-8181

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Miller's National Federation
600 Maryland Avenue S.W., Suite 305
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Association
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National Association for the Specialty
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National Association of Concessionaires
35 E. Wacker Drive
Chicago, Ill. 60601 (312)236-3858

National Association of Convenience
Stores
5201 Leesburg Pike, Sta. 809
Falls Church, Va. 22041 (703)578-1800

National Association of Greenhouse
Vegetable Growers
430 West Bagley Road
Berea, Ohio 44017 (216)243-5600

National Association of Margarine
Manufacturers
1625 Eye Street, N.W., Suite 1024A
Washington, D.C. 20006 (202)785-3232

National Association of Meat Purveyors
8365-B Greensboro Drive
McLean, Virginia 22102 (703)827-5754

National Association of Service
Merchandising
805 Merchandise Mart Plaza
Chicago, Ill. 60654 (312)467-0046

National Association of Specialty Food
and Confection Brokers
Suite 214, Lyceum Building
Tarrytown, N.Y. 10591 (914)332-1414

National Association of Tobacco
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630 Third Avenue, 17th Floor
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National Broiler Council
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Washington, D.C. 20005 (202)296-2622

National Candy Wholesalers Association
1120 Vermont Ave., N.W.
Washington, D.C. 20005 (202)393-6733

National Cheese Institute
110 North Franklin Street, Room 620
Chicago, Ill. 60606 (312)263-2733

National Coffee Association of the U.S.A.
120 Wall Street
New York, N.Y. 10005 (212)344-5596

National Confectioners' Assoc. of the U.S.
7900 Westpark Drive, Suite 514
McLean, Virginia 22102 (703)790-5750

National Corn Growers Association
1015 15th Street, N.W. #201
Washington, D.C. 20005 (202)371-1450

National Dairy Council
6300 N. River Road
Rosemont, Ill. 60018 (312)696-1020

National Fisheries Institute
1101 Connecticut Avenue, N.W., Suite 700
Washington, D.C. 20036 (202)857-1110

National Food Brokers Association
1010 Massachusetts Ave., N.W.
Washington, D.C. 20001 (202)789-2844

National Food Distributors Association
111 East Wacker Drive
Chicago, Ill. 60601 (312)644-6610

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1401 New York Ave., N.W.
Washington, D.C. 20005 (202)639-5900

National Frozen Foods Association
P.O. Box 398
Hershey, Pa. 17033 (717)534-1601

National Frozen Pizza Institute
Suite 100, 1700 Old Meadow Road
McLean, Va. 22102 (703)821-0770

National Grocers Association
1825 Samuel Morse Drive, Suite 820
Reston, Va. 22090 (703)437-5300

National Honey Packers and Dealers
Association
Box B
Edgewater, Florida 32032 (904)428-9027

National Independent Poultry and Food
Distributors Association
2445 Terry Road
Jackson, Miss. 39204 (601)354-0355

National Kraut Packers Association, Inc.
108 1/2 East Main Street
St. Charles, Ill. 60174 (312)584-8950

National Live Stock & Meat Board
444 N. Michigan Avenue
Chicago, Ill. 60611 (312)467-5520

National Meat Cannery Association
P.O. Box 3556
Washington, D.C. 20007 (703)841-2424

National Onion Association
5701 East Evans Ave., Suite 26
Denver, Colorado 80222 (303)756-1518

National Paperbox and Packaging Association
231 Kings Highway East
Haddonfield, N.J. 08033 (609)429-7377

National Pasta Association
1901 N. Ft. Myer Drive
Arlington, Va. 22209 (703)841-0818

National Peanut Council
1000 16th Street, N.W., Suite 700
Washington, D.C. 20036 (202)775-0450

National Potato Council
12075 East 45th Ave., Suite 301
Denver, Colorado 80239 (303)373-5639

National Prepared Frozen Food
Association
99 W. Hawthorne Avenue
Valley Stream, N.Y. 11580 (516)825-3000

National Red Cherry Institute
678 Front Street, N.W., Suite 140
Grand Rapids, Michigan (616)454-6196

National Soft Drink Association
1101 16th Street, N.W.
Washington, D.C. 20036 (202)463-6732

National Sugar Brokers Association, Inc.
Suite 5011, One World Trade Center
New York, N.Y. 10048 (212)938-0990

National Turkey Federation
11800 Sunrise Valley Drive
Reston, Va. 22091 (703)809-0120

Packaging Institute U.S.A.
20 East 46th Street
New York, N.Y. 10017 (212)687-8874

Paperboard Packaging Council
1101 Vermont Ave., N.W., Suite 411
Washington, D.C. 20005 (202)289-4100

Peanut Butter and Nut Processors
Association
9005 Congressional Court
Potomac, Md. 20854 (301)365-4080

Pet Food Institute
1101 Connecticut Avenue, N.W., Suite 700
Washington, D.C. 20036 (202)857-1120

Pickle Packers International, Inc.
Box 606
St. Charles, Ill. 60174 (312)584-8950

The Popcorn Institute
111 East Wacker Drive
Chicago, Ill. 60601 (312)644-6610

The Potato Association of America
108 Deering Hall, University of Maine
Orono, Maine 04473 (207)581-2771

Potato Chip/Snack Food Association
1711 King St.
Alexandria, Va. 22314 (703)836-4500

Processed Apples Institute, Inc.
5775 Peachtree-Dunwoody Road, Suite 500D
Atlanta, Georgia 30342 (404)252-3663

Produce Marketing Association
700 Barksdale Road, Suite 6
Newark, Delaware 19711 (302)738-7100

The Rice Millers Association
1235 Jefferson Davis Highway
Arlington, Va. 22202 (703)920-1281

Shellfish Institute of North America
1101 Connecticut Ave., N.W.
Washington, D.C. 20036 (202)857-1100

The Sugar Association, Inc.
1511 "K" Street, N.W.
Washington, D.C. 20005 (202)628-0189

Tuna Research Foundation
Suite 603, 1101 17th Street, N.W.
Washington, D.C. 20036 (202)296-4630

United Food and Commercial Workers
International
1775 "K" Street, N.W.
Washington, D.C. 20006 (202)223-3111

United Fresh Fruit and Vegetable Association
North Washington and Madison
Alexandria, Va. 22314 (703)836-3410

Vanilla Bean Association of America
47-22 Pearson Place
Long Island City, N.Y. 11101 (718)392-7800

The Vinegar Institute
5775 Peachtree-Dunwoody Road, Suite 500D
Atlanta, Georgia 30342 (404)252-3663

Western States Meat Packers Association,
Inc.
88 First Street
San Francisco, Calif. 94105 (415)982-2466

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